

AN **emap** BUSINESS PUBLICATION

Coachmart

The leading weekly serving the coach industry

October 19, 1989 Issue 559 £1



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SCANIA

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2 x 1980 Leyland Willowbrook X'press 53 seater, autumn tint moquette, livery cream/maroon, MoT 15.06.90.

1980 Ford R1114 Duple Dominant Express, 53 seats, red moquette, livery white/blue. MoT 1990.

1979 Ford R1114 Duple Dominant Express 53 seats, Bristol dome, (re-moquetted grey/blue), livery blue.

1979 AEC 760 12 metre Plaxton, 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

1979 Leyland 11 metre Plaxton X'press, 49 seats, MoT Feb 1990.

1978 AEC 760 12 metre Plaxton, 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

1977 Bedford YMT, 53 seater Caetano, livery cream. Red moquette.

1977 Bedford YLQ Plaxton Supreme. 45 seats, autumn tint moquette, livery white.

1976 Leyland 53 seater Plaxton Express, semi-auto gearbox, side lockers, Bristol dome, autumn tint moquette, livery cream/maroon. Choice of 2.

1976 Bedford YMT 53 seater Plaxton Express, side lockers, radio, white/red livery, red moquette. MoT 24.04.90.

1976 Bedford PJK Duple Dominant, 29 seats, MoT Dec 89, autumn tint moquette, livery white/green.

1975 Bedford YRQ, 45 seater Plaxton, powerdoor, livery blue/yellow, red moquette.

1975 Ford R1114 53 Duple Dominant Express, red moquette, livery white/blue/yellow.

1975 AEC 760 12 metre Plaxton, 53 seats, 6 speed ZF, autumn tint moquette, Bristol dome, side lockers. Livery grey/red. MoT June 1990.

1974 Bedford YPT Duple Dominant, 53 seater, powerdoor, red moquette, livery white.

1974 Bristol LHL 11 metre Duple, 53 seats, autumn tint moquette. Livery white/black.

1974 Leyland Leopard 11 metre Duple Dominant, 49 E type seats, semi-auto gearbox, side lockers, autumn tint, livery white.

1972/73/74/75 Leyland Nationals, all MoT'd 1990, ideal contracts vehicles.

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1982/3/4 Neoplan Skyliners, 71/72/75 seats, toilet, drinks machine, fridge, radio, PA, Mercedes V10 Engine, 6-speed ZF manual gearbox, some remoquetted and refurbished.

SCANIA

1986 Berkhof Eclipse double deck 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white. MoT May 1990.

VOLVO

1982 Volvo B10M Plaxton Viewmaster, 49 seats, o/c continental door, toilet, drivers bunk, drinks machine, power door, tinted windows, livery white, autumn tint moquette; MoT March 1990.

LEYLAND

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT.

1981 Leyland Leopard, 11 metre, Plaxton Supreme Express, 53 remoquetted seats, ZF 6-speed, MoT July 1990.

1981 Leyland Leopard, 12 metre Plaxton Supreme IV, 49 Chapman reclining seats, ZF 6-speed manual gearbox, Bristol dome, destination gear. Livery white, autumn tint moquette. MoT.

BEDFORD

1981 Bedford YNT 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes.

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DAF

1983 (Y) DAF SB200 Jonckheere Bermuda, 47/51 reclining seats, ducted heating, integral side lockers, power door, wheel discs, toilet, curtains and seat covers, radio/pa/cassette, interior green stripe, exterior white, MoT February 1990.

1983 (Y) DAF MB Plaxton Paramount 3200, 49 reclining seats, 2 side lockers, ducted heating, power door, rear sunken toilet, tv box and wiring for saloon, radio/pa/cassette, interior brown stripe, exterior white, MoT new.

1980 (V) DAF DKTL Plaxton Supreme IV, 53 fixed seats, 3 heaters, power door, 2 side lockers, wheel discs, radio/pa/cassette, interior red, exterior white, MoT.

FORD

1983 R1114 Duple Dominant II, 53 seats + courier seat, curtains, Telma, retarder, exterior blue and white, interior blue. New MoT.

1980 R1114 Plaxton Supreme IV Express, 49 reclining seats, jake brake, side locker, interior brown, exterior cream and maroon. MoT March 1990.

1978 (T) A Series Faro 3, 25 seats, power door, radio cassette, interior red, exterior yellow and red. MoT 23/5/90

SCANIA

1987 (D) Scania K112 CRB Van Hool Alizee H, 49 reclining seats, power door, Telma, crew seat, side lockers, toilet, sink, fridge, blue curtains, radio/pa/cassette, interior blue/red/cream stripe, exterior silver grey, MoT May 1990.

VOLVO



1988 Volvo B10M Plaxton 3500, 53 reclining seats, rear sunken toilet, continental door, courier seat, beige and red interior, exterior white with red and yellow relief. Choice of 3.

1981 (X) Volvo B58 Plaxton Supreme IV, 53 remoquetted seats, power door, Telma, side locker, 3 heaters, wheel discs, interior brown chevron, exterior white, MoT December 1989.

1981 (W) Volvo B58 Unicar 11M, 53 seats, ducted heating, side locker, interior grey, exterior white/orange/red/maroon, MoT April 1990.

NEOPLAN

1986 Skyliner MkII Gardner engine, ZF automatic gearbox, 77 reclining seats, water boiler, fridge, drivers bunk, TV and video, MoT Feb '90. Interior red moquette, exterior, white, blue and orange.

N-E-W

K93 AUTOMATIC PLAXTON DERWENT BUS

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AEC

1979 (T) AEC 760 Plaxton Supreme IV, 49 seats, power door, side locker, heater, interior brown/beige stripe, exterior white, MoT March 1990.

DOUBLE DECK BUSES

1976/77 Daimler Fleetline, Park Royal and MCW bodywork, 76 seats, Gardner LXB engine, auto steering, single entrances painted all white, going through MoT, large selection.

1973 (L) Atlantean 680 Northern Counties, 74 seats, interior maroon PVC, exterior blue/yellow, MoT February 1990.

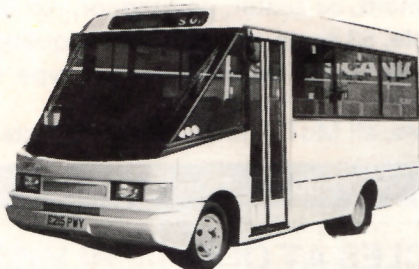
BEDFORD

1985 (B) YNT Plaxton Paramount 3200 12m, 53 reclining seats, ZF 6 speed gearbox, ZF power steering, side lockers, tinted glass, power door, curtains, radio/pa/cassette, interior brown and orange, exterior white and yellow, MoT April 1990.

1985 (B) YNT Duple Laser, 53 seats, ZF 6 speed gearbox, heated windscreen, side locker, power door, interior blue/grey stripe, exterior white/orange/yellow stripe, MoT April 1990.

1977 (R) Bedford YMT Plaxton Supreme, 53 seats, 3 heaters, radio/pa/cassette, interior red stripe, exterior white/orange/blue, MoT.

MINIBUSES



1987 Optare City Pacer, automatic transmission, Eberspacher heating, power door, side locker, 25 seats, int red and grey, ext white, new MoT.

1987 Mercedes-Benz 609D Reeve Burgess coach, 19 seats, power door, radio/pa/cassette, int grey, ext white, orange and black, one only, MoT 02-90.

1983 Y Fiat Caetano Beja, 18 seats, power door, luggage boot, int blue, ext white, MoT 23-04-90.

LEYLAND

1985 Leyland Tiger Duple Laser II, hydraulic fully auto gb, power door, power steering, Webasto, radio/pa, curtains, int blue stripe, ext white, 53 seats, MoT 08.06.90, choice of four.

1985 Leyland Tiger Duple Laser II, power door, ducted heating, side locker, radio/pa/cassette, 51 E-type seats, int beige/red, ext white, MoT 08.11.89.

1984 Leyland Tiger 245 Plaxton Paramount 3200 EXP, semi-auto gb, side lockers, toilet, Webasto, 49r, int brown stripe, ext white, MoT 29.01.90.

1984 Leyland Royal Tiger Plaxton Paramount 3500, power door, integral side lockers, ducted heating, drinks machine, toilet, tv/video, radio/pa/cassette, 49r seats, int brown stripe, ext white, MoT 13.02.90. Choice of 2.

1984 Leyland Tiger 245F Berkhof Esprite, underfloor lockers, plug power door, ducted heating, toilet, drinks machine, box for tv, radio/pa/cassette, 49r seats, int brown stripe, ext white, MoT 25.06.90.



1983 Leyland Tiger 245 Plaxton Paramount 3500, power door, side lockers, wheel discs, heated mirror, toilet, tv/video, radio/pa/cassette, 49r seats and courier, int brown stripe, ext white, MoT 28.07.90.

1982 Leyland Leopard ECW EXP, semi-auto gb, destination gear, driver's partition, int autumn tint, ext white, 49 seats, MoT 05.05.90.

1982 Leyland Tiger 218 Plaxton Supreme V Ex, 3 heaters, power door, side locker, radio/pa/cassette, 53 seats, int autumn tint, ext white, MoT 30.10.89.

1982 Leyland Leopard Duple Dominant IV, ZF gearbox, power door, SBG dome, 4 heaters, radio/pa/cassette, 53 reclining seats, int blue/grey, ext white/blue, MoT 08.89.

1981 Leyland Leopard Duple Dominant II, ZF gb, power door, Telma, side locker, Bristol dome, 3 heaters, radio/pa/cassette, int red/orange, ext white, 53 seats, MoT 18.01.90, choice of two.

1981 Leyland Leopard Plaxton Sup IV, semi-auto gb, manual route gear, power door, Bristol dome, heated windscreen, 53r seats, int yellow/black, ext white, MoT 01.06.90.

1981 Leyland Leopard Plaxton Supreme IV EXP, semi-auto 2 speed gb, heated windscreen, 48r seats, Bristol dome, driver's cab, int autumn tint, ext cream/orange, MoT 25.11.89, choice of 3.

1979 Leyland Leopard Duple Dominant II, power door, 4 heaters, radio/pa/cassette, 57 seats, int red/orange, ext white/blue, MoT 01.90.

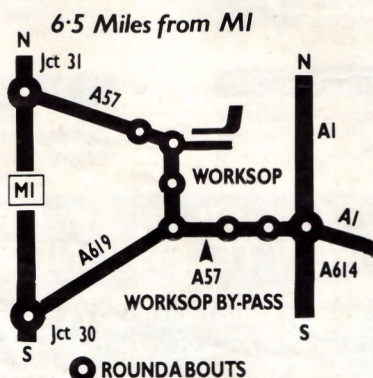
1978 Leyland Leopard Duple Dominant I, power door, Telma, Bristol dome, Webasto heaters, side locker, 49 seats, int blue stripe, ext white, MoT 12.01.90.

1972 Leyland Leopard Plaxton Elite, power door, autolube, side locker, 2 heaters, radio/pa/cassette, 40 fixed seats, int autumn tint, ext red/cream, MoT 23.11.89.

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PLAXTON



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Andrew Hamilton	(0908) 222339	0836 582376
Barry Ferguson	(0226) 283397	0836 620028
Stephen Broom	(0909) 478223	0836 583485
David Donati	(0873) 811127	0836 620029

Coachmart

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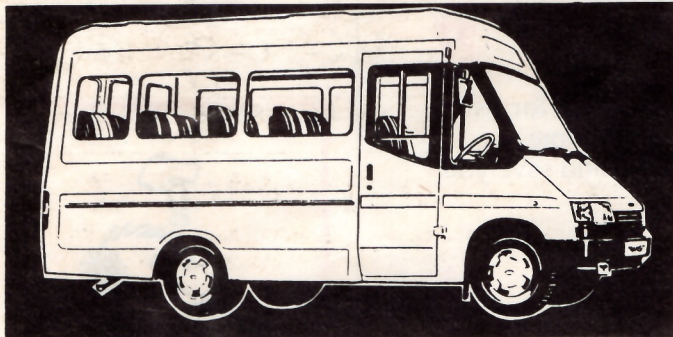


Rod Davey tests North West's Mercedes 814D

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BCC show special report

Licensing and Legal



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NEWS

Stagecoach bids for 10 percent

STAGECOACH Holdings wants all of its operating companies to make 10 percent profit on turnover.

Speaking at the Bus and Coach Council conference in Guernsey last week, managing director Ann Gloag said: 'I believe that when we're finished with our bus companies, they will be capable of producing 10 percent profits on turnover.'

Expanding on the point, her brother, group chairman Brian Souter said: 'We don't know if we can do it. We've achieved it with some of our subsidiaries. The problem is we cannot get the result on a wide enough scale to be interesting enough to institutional investors and to write it up for flotation.'

Gloag said the industry's low profit margins have driven Stagecoach to be as lean and efficient as possible in order to fund the level of vehicle replacement it feels is essential for the future.

Souter added: 'What we're trying to do at Stagecoach is the same as what everyone else is trying to do. We're trying to make a viable industry.'

He said the market is stabilising, three years after deregulation of bus services, but said Stagecoach is not yet ready for flotation. 'We still have a great deal of work to do.'

Gloag and Souter reaffirmed their group's opposition to a return to central wage negotiating for the industry and explained why it has closed all of the central works inherited from ex-National Bus Company subsidiaries.

Gloag said the group is 'clearly determined' to avoid central negotiations and Souter went on to argue that, as the industry is expected to work in a market economy, so too should labour negotiations.

He added: 'I pointed out to someone recently from the Transport and General Workers Union that, if we unionised at Magicbus [its Glasgow subsidiary], we would pay 25 people off the next day. It's as simple as that.'

'I believe that we can afford to employ that number of people in the Magicbus situation but we cannot afford to in the Basingstoke situation.'

On central works, Gloag said



Ann Gloag

Stagecoach's purchasing power made it able to buy in major unit overhauls at much lower cost than if it went on doing the work in house.

But Souter stressed that the group has an open mind.

● Stagecoach is strengthening its buying power by appointing former Carlton PSV coach sales director Jack Miles as its purchasing manager.

● BCC conference report, page 30.

Not moving

WE have been asked to point out that the driver shown using a radio on page 18 of our August 17 issue was not driving the vehicle at the time.

Appleyard off

MYSTERY surrounds the departure of Malcolm Appleyard, sales director at Stuart Johnson Ltd. His resignation was announced by a simple statement from the company which suggests his leaving was by 'mutual agreement' and that he had gone to pursue other interests.

Protest due

CAMPAIGNERS against the Channel Tunnel rail link will be on the march in London On November 5, starting at Kennington and finishing in Trafalgar Square at about 5 pm.

Coaches are advised by the police to set down passengers at Kennington Road and pick up at Victoria Embankment between Bridge Street and Temple.



The new Caledonian Express/Stagecoach livery already being worn on the Dundee-Glasgow route.

Nine for Citylink

SCO TTISH Citylink has signed contracts with a further nine coach operators – three of them in England – and announced improved services on its Anglo-Scottish routes in a bid to thwart any attempt by National Express to dominate the services.

Rapsons, Mairs and Bruce of Airdrie joined the Citylink operation last month, and are now supplemented by coaches from Gold Circle of Airdrie, Henry Crawford of Neilston, Silver Fox Coaches of Paisley, Dodds of Troon, Skyeways, and Westcoach of Campbelltown.

The English contingent is represented by Central Coachways of Birmingham, McPherson of Burton-on-Trent, and Chesterfield City Coaches. The deals involve 33 vehicles in all, though only four will come from south of the border.

Long-distance routes will eventually offer reduced journey times thanks to minimal meal stops and a two-driver arrangement – hot food will be served by stewards and vehicles will be equipped with toilets. The end result is an hour's reduction in journey time between Edinburgh and Sheffield, for example.

Commercial manager David Rourke admitted he wasn't sure when the high-speed service would be introduced but promised a package of other improvements on October 29, when Citylink and National Express enter direct competition against each other.

'All the cross-border services are already our cordon bleu standard,' said Rourke. 'The hot food arrangement is an experiment but will be taken up if it proves popular. It will certainly speed things up, and we could see journey times of 8

hours 15 minutes drop to 7 hours.'

Meanwhile, the Glasgow-Aberdeen service is doubled to hourly, students will get a third off fares on production of any proof of identity and student status.

National Express has answered the challenge with its own package of Anglo-Scottish and domestic deals, including student reductions, more frequent services and a greater number of Rapide-standard routes including all of those between Scotland and London. The services are re-named Caledonian Express/Stagecoach.

Magicbus is recast

THE Magicbus, formerly Stagecoach, Perth Panther and Panther Cub city services have been completely re-cast just weeks after their inception.

The new services effectively duplicate the entire Strathgry Scottish network and for the most part use the same service number. All the services are advertised as running every few minutes, and the flat fare of 30p now covers journeys to and from Scone as well as those within the city.

To operate the revised services the fleet has been augmented by a number of former Devon General Ford Transits, retaining their existing maroon and cream livery and looking rather dull.

The Strathgry city service timetable is unchanged since its last revision in May, before the

panthers appeared on the scene. The company denies that there will be any timetable change but, with a fleet of brand-new Renault minibuses calling themselves City Nippers having joined the usual Routemasters and other double deckers, there are quite clearly many more buses on the street than would be required to run the advertised services.

As a retaliatory measure, Strathgry started a new hourly service 34 between Perth and Stanley, advertising it as a new regular service linking Stanley and Luncarty with the centre of Perth, plus the railway and bus stations. The Magicbus service 34, inherited with MacLennan, runs at irregular intervals and terminates half a mile short of the stations.



City Nipper and Perth Panther Cub side by side in Perth. Note that the Cub is on service B.

Do you have marketing problems?

CAN we provide you with new answers to your marketing problems?

Jon Cockerill, the marketing specialist who will be speaking at *Coachmart's* Image to Increase Sales seminars next month, wants to involve you, the operators, as much as possible in his presentation.

If you have practical ideas or

problems which he could use, then write today to *Coachmart's* editor at Wentworth House, Wentworth Street, Peterborough, PE1 1DS.

Remember, there is still time to make your booking.

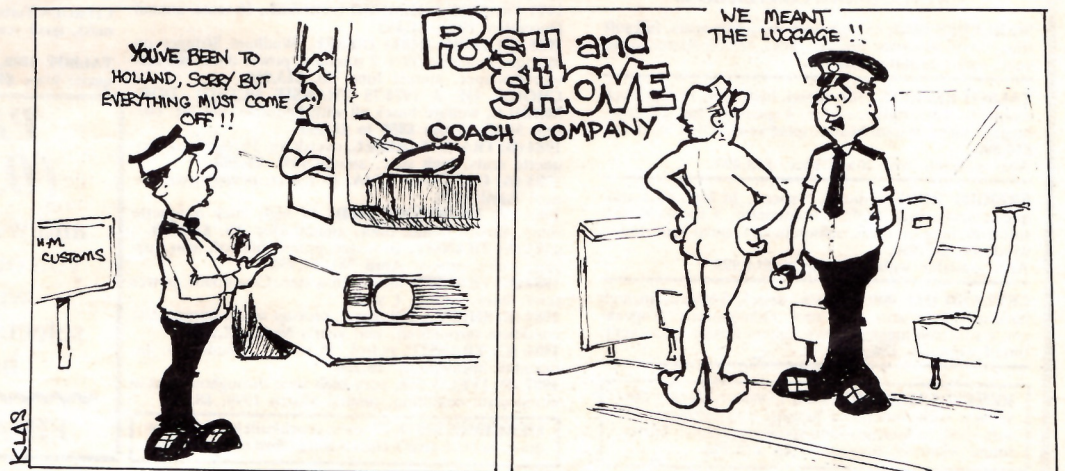
The dates and venues are:

Financing for Profit:
November 14 Selfridge Hotel,

London; November 16 Whitwell Hall Hotel, near York.

Image to Increase Sales:
November 23 St George Hotel, Harrogate; November 27 Kensington Palace Hotel, London.

To make your booking TODAY, use the booking form enclosed with this week's issue.



Wright deal

ROBERT Wright of Ballymena has announced the details of its contract to build 106 new bus bodies for CentreWest London Buses and Selkent (*Coachmart* September 28).

The work, worth £3 million, will involve 16 Mercedes Benz 811D vehicles destined for London Bus subsidiary Selkent and 90 Renault S75 chassis buses for CentreWest, both bodies using Alusuisse M5438, pioneered by Wrights.

SYT branded predatory

THE Office of Fair Trading has once again branded as 'predatory' a bus company which reacted to competition by running services at a loss.

Following a complaint from Mike Groves, the OFT says South Yorkshire Transport, at Sheffield, sustained a period of loss-making, with 'the apparent purpose of removing him from the market', and warned SYT not to repeat its conduct.

● Also in Sheffield, National

Express sold its bus interests in Sheffield United Transport to Hallam Bus Company, retaining the SUT's coach services and renaming them Rotherham Travel Services Ltd.

SUT was part of the ATL Holdings Group purchase made in July. The SUT Charlotte Road premises, those at Dinnington, the staff, bus fleet and services all pass to Hallam.

New Bova duo for Maynes

MAYNES of Droylesden has ordered two new Bova coaches, built to its own specification, from Moseley.

General manager Grady Thompson said the vehicles were destined for the company's

extended day tours, and would be delivered in spring.

Maynes has seen two sets of triplets already this year – a trio of Scania double-decks, and owner Steve Mayne's bonny new family born recently.

75 Volvos for National

NATIONAL Expressliners is to buy another 75 Volvo Plaxton Expressliner coaches for lease to operators.

The Volvo B10M vehicles with Plaxton Paramount 3500 bodies meet the standard specification, though an undisclosed number will be equipped with toilet/washroom and rear servry for use on Rapide routes.

'Our contract maintenance arrangements will ensure that operators get maximum availability at pre-determined cost,' said National Express's Glynn McKenzie, managing director of subsidiary Roadlease Coach and Bus, in a press statement.

Delivery dates for the vehicles were unavailable as *Coachmart* went to press.


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TALBOT EXPRESS 1500, diesel, high roof, 14 high back moquette seats, high roof, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. **£14,500.**

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FREIGHT ROVER, diesel, 5-speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. **£15,950.**

Also available with lower spec. **£14,995.**

LEYLAND DAF 400 SERIES, diesel, 5 speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, 4 soft trim luggage racks, saloon heater, quad vent, tinted windows. **£16,450.**

RENAULT MASTER, diesel, 15 seater. Luxury conversion with underfloor luggage compartment, full soft trim, radio/cass, four speakers, saloon heater, tinted windows, luggage racks. **£15,995.**

CHOICE OF 10 SHERPA DIESELS, 16 seaters, all with current annuals, 1986-1988.
1977 TRANSIT DORMOBILE DIESEL, 16 seats, annual December 1989. **£1,450**

1985 (B) FORD R1014 DIESEL, Wadham Stringer on shortened chassis, 38 + 7 standing, power door, full service bus spec, annual June '90. **£13,950.**

CHOICE OF 3 1974/75 TRANSIT PETROL DORMOBILE, welfare buses all with hydraulic tail lift, current MoTs. **From £850 to £1,250**

1984 (B) TRANSIT DIESEL, overdrive, 16 high back moquette seats, high spec, annual Feb. **£8,250.**

1983 (A) CAETANO BEJA, 18 seater, power door, annual April 1990.

1983 (Y) MERCEDES 508D, 19 high back moquette seats, Bristol dome, boot, annual Dec '89. **£10,950.**

1983 (Y) TRANSIT, 16 seater, petrol, full soft trim, luggage racks, annual April '90. **£4,950.**

1987 (D) TRANSIT, diesel, 16 seater, Coachbuilt, power door, boot, annual 1 year.

1984 (B) SHERPA 350 petrol, pick-up truck, immaculate condition throughout, one year's MoT. **£2,900.**

1986 (C) TRANSIT, petrol, 15 seater, Schedule 6, immaculate throughout. **£6,250.**

1987 (D) IVECO 358, very high spec throughout and in immaculate condition, annual March 1990. **£8,500.**

MERCEDES 508 D, 27 seats, coachbuilt body, power door, boot, 1 year's class 5 MoT. **Best offer secures.**

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**FINANCE ARRANGED**





**N**O need for a visit to the shrink for Granada Studio Tours staff Nick Hall and Mary Griffin... it's just an elementary marketing ploy to promote the TV company's package to coach operators. Dressed in Sherlock Holmes and Dr Watson garb, the pair

will be on hand at this week's Coach and Bus '89 to explain what's on offer, including the set of Coronation Street and the Sherlock Holmes series. The set shown is the giant furniture of TV series Return of the Antelope.

## CTC drops fee for small firms

**T**HE Coach Tourism Council, formed in June, has dropped its subscription fee for small coach operations to £250.

Operators with more than ten vehicles still pay £500, but it's half price for owners of ten or fewer. CTC says this reflects their commitment to all areas of coach business.

The CTC's aim is to use its funds to promote the public image of coaching and to raise its profile in all aspects of tourism. It already has the support of a great number of operators, tourist offices and ferry companies, and promises to give increased coverage of coach tourism within national and regional press, TV and radio.

## New name

**N**ATIONAL Express's International Express coach services are now Eurolines UK Ltd, operated alongside the European Eurolines network and sharing its booking facilities.

The consolidation is, says manager John Gilbert, a marketing exercise as well as offering an improved service.

Coachmart October 19, 1989

The CTC stand at this week's Coach and Bus '89 offers the chance of several free holidays for operators.

Queries about the CTC and its aims can be made by 'phoning 01 353 8406.

## Garages shut

**K**ELVIN Central Buses is to close two of its four former Central Scottish garages - East Kilbride and Wishaw - blaming permanent loss of traffic after a drivers' strike earlier this year.

160 of the 470 staff are being made redundant and the rest deployed to other garages. Earlier cuts included the withdrawal of 70 buses in August.

## Route change

**A** NEW Strathclyde Buses service which started last Monday (October 16) seems set to make life harder for the Clydeside arm of Western Scottish.

Service 39 will run from Garthamlock to Paisley Cross via Glasgow city centre on a 15-minute frequency for much of the day, affecting two of Clydeside's principal routes - the 36-39 service and the 16 into Glasgow.

## Salvador Caetano NEW STOCK

|                 |   |         |                                    |
|-----------------|---|---------|------------------------------------|
| DAF MB 230 LB   | - | ALGARVE | 3.35m, Executive.                  |
| DAF SB 2305 DHS | - | ALGARVE | 3.35m, Executive, low driver.      |
| DAF SB 2305 DHS | - | ALGARVE | 3.35m, 53 recliners, Touring Spec. |

### EARLY AVAILABILITY

|                 |   |         |                        |
|-----------------|---|---------|------------------------|
| VOLVO B10M GL   | - | ALGARVE | 3.35m, choice of spec. |
| DAF MB 230 LB   | - | ALGARVE | 3.35m, choice of spec. |
| DAF SB 3000 DKV | - | ALGARVE | 3.55m, Executive.      |

## USED COACHES

### HEAVYWEIGHTS

1986 (D) DAF MB DKVL - DUPLÉ 340, 53/55 recliners, rear O/S sunken demountable toilet, continental door, driver's berth, power door.

1986 (C) DAF MB DKFL - DUPLÉ LASER II, 53 recliners, power door, Telma, tinted windows.

1986 (C) DAF - BOVA FUTURA FHD, 49 recliners, centre sunken toilet, continental door, courier seat, double glazed, boxed and wired for video, driver's berth, (choice of 2).

1986 (C) DAF SB2300 - LAG GALAXY, 53 recliners, courier seat, continental door, Webasto, tinted windows, radio/pa/cassette.

1986 (C) SCANIA K112 - BERKHOF ESPRITE, 53 recliners, courier seats, power door, Telma, Webasto, curtains, radio/pa/cassette.

1985 (C) VOLVO B10M GL - CAETANO ALGARVE 3.35, 51 recliners, courier seat, double glazed, rear O/S sunken toilet, continental door, berth, radio/pa.

1985 (C) DAF DKFL - CAETANO ALGARVE 3.35, 53 recliners, (re-trimmed), courier seat, Telma, continental door, tinted windows, curtains.

1985 (B) DAF - BOVA CALYPSO, 53 seats, power door, courier seat, radio/pa.

1985 (B) MAN SR280, 53 recliners, plug door, courier seat, double glazed, continental door, radio/pa/cassette.

1983 (Y) VOLVO B10M - BERKHOF ESPRITE 350, 47/49 recliners (re-trimmed), courier seat, centre toilet, continental door, double glazed, Telma.

1983 (Y) DAF DKTL - PLAXTON PARAMOUNT 3500, 51 recliners, courier seat, rear O/S toilet, continental door, berth, decorative curtains.

1983 (Y) LEYLAND TIGER 218 - PLAXTON Paramount 3200, 57 seats, power door, tinted windows, radio/pa/cassette.

1983 (PP) DAF - BOVA EUROPA II, 52 recliners, courier seat, Webasto, box/wired for video, radio/cassette, wheel trims.

1983 (Y) LEYLAND TIGER 245 ZF - PLAXTON PARAMOUNT 3500, 49 recliners, courier seat, double glazed, plug door, berth, rear O/S sunken toilet, continental door, drinks machine, boxed and wired for video.

1982 (Y) DAF DKTL SMIT EURO HI-LINER, 45 seats, courier seat, plug door, centre sunken toilet, centre continental door, fridge, curtains, radio/pa, trims.

1982 (PP) DAF DKTL - PLAXTON SUPREME V, 48 seats, Telma, rear N/S saloon toilet, tinted windows, curtains, servery.

1982 (X) LEYLAND TIGER 218 ZF - PLAXTON SUPREME VI GT, 51 recliners, power door, double glazed, Bristol Dome, side locker, soft trim, radio.

1982 (X) LEYLAND LEOPARD ZF - DUPLÉ DOMINANT II, 53 seats, radio.

### BEDFORD/FORD

1987 (D) BEDFORD YNV - ALGARVE, 57 seats, power door, side lockers.

1986 (C) BEDFORD YNV - PARAMOUNT 3200, 52 seats, power door, N/S/R saloon toilet, servery, boiler, boxed and wired for video, curtains, radio.

1986 (C) BEDFORD YNV - PARAMOUNT 3200, 53 recliners, radio, Webasto.

1982 (X) FORD R1114 - DUPLÉ DOMINANT IV EXPRESS, 49 seats, tinted windows, side lockers, SBG front, (choice of 2).

1979 (V) BEDFORD YMT - DOMINANT II EXPRESS, 53 seats, power doors.

1979 (V) BEDFORD PJK - DUPLÉ DOMINANT, 29 seats.

1979 (T) FORD R1114 - SUPREME IV, 49 recliners, curtains, side lockers.

### MINIBUSES

1988 (E) ACE - PUMA PLAXTON PARAMOUNT, 35 seats, power door, side lockers, soft trim.

1987 (E) IVECO 79.14 - CAETANO VIANA, 19 seats, manual door, parcel racks, heaters, curtains.

1987 (D) TOYOTA - CAETANO OPTIMO, 21 seats, power door, curtains, tinted windows, forced air, reading lights.

1986 (D) MAN 8.136 - REEVE BURGESS, 32 seats, power door, radio/pa.

1986 (C) IVECO 79.14 - CAETANO VIANA GL, 19 seats, power door, reading lights, forced air, curtains, (choice of 2).

1985 (B) FIAT 60.10 - CAETANO BEJA, 18 seats, power door, curtains.

The year quoted denotes the date of first registration, not necessarily the year of manufacture.

## FLEXIBLE FINANCE PACKAGES

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- ★ CONTRACT RENTAL AVAILABLE
- ★ NO DEPOSIT FINANCE (subject to status)

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| Alistair Wilson, London, S. East     | (0378) 74745  |

(car) (0860) 743272  
John Walker, Showroom Sales Executive



# Have you gone mad?

SIR – What a load of rubbish! I have subscribed to and supported *Coachmart* since Issue One, and feel that the time has now come to ask what on earth has happened to the so-called 'leading weekly serving the coach industry'.

Pathetic news stories based on other people's press releases, expensive advertising that seems to merely take advantage

## Marksman off target

SIR – I have just seen a copy of the Marksman article on the European Commission Proposals for a new directive on driving licences (August 31). Far from being 'on target', Marksman doesn't even know where the target is.

To sneeringly dismiss non-profit making community based transport operators as providers of 'Sunshine Buses' demonstrates a profound ignorance about the needs of passengers who aren't catered for by the PSV market.

Marksman's imputation that the non-PSV sector pays no heed to driver competence and passenger safety is demonstrably false. Over the years, the Scottish Community Transport Group has run a number of training events at which passenger safety and driver training are given a high profile.

Earlier this year, the Community Transport Association produced a widely acclaimed driver assessment and training pack. There is nothing 'amazing' about the fact that minibuses have a better accident record than cars or buses – available evidence entirely supports this statement.

Marksman fails to appreciate the detrimental long-term impact that the European Commission proposals will have on the quality of life for people who depend upon community transport operators.

The proper target for hostile criticism of the New Directive is the European Commission.

**J G MOORE**  
Secretary  
Scottish Community  
Transport Group

of the limited alternatives available to would-be bus and coach advertisers, and now the biggest bundle of nonsense I have seen in years – namely the dreadful letter, to which a full page was devoted, from some cretinous harpies called Liz and Gail (surely made up names!!!) from NALGO – the third-rate lefty union that once represented local government workers, and now appears to represent no more than tired socialist claptrap.

Come on *Coachmart* – wherever did you go wrong??

**R W STURGESS**  
Sturgess Travel  
Paignton  
Devon

● **EDITOR'S NOTE** – *Publication of a letter does not imply Coachmart's agreement with its contents. We do believe – we hope in common with most of our readers – that we should offer space on our letters pages to all shades of opinion. The names of the NALGO officials were not changed by us.*

## What a fiddle

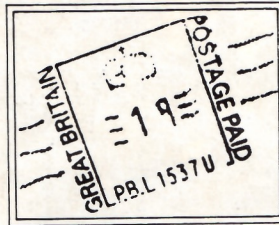
Sir – I was most disappointed to read the article on PSV Law by Paul Fawcett looking at fixed penalty offences.

I am particularly interested in these articles as I am a Justice of the Peace sitting on the District Court.

One point which concerns me is the holder of PSV and HGV licences only require to hand over their driving licence for endorsement of disqualification. In court they are not asked about any vocational licence they may hold. They should notify the Traffic Commissioners and return their licence if they are disqualified.

How many of them don't and 'get away' with driving while disqualified? Many employers do not check their employees' licences during the year. Could this be a problem and before Swansea ties both licences up, a driver could exploit the situation?

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Partner  
Stratmartine Mini Coaches  
Dundee



## Fund is there to help

SIR – In view of recent correspondence you have published regarding the Rural Transport Development Fund (RTDF) grant scheme, I thought that it might be helpful to clarify a few points.

As you would expect, it is not our policy to discuss individual cases in the media as we treat all of our grant application as commercially confidential. Only by following this rule can we hope to retain the trust of our applicants who may be required to divulge detailed financial information.

The RTDF grant scheme was created as a means of encouraging operators to take a fresh look at potential routes in their area. By providing what, in many cases, is a substantial lump sum of cash, we have often been able to tip the balance in favour of a route become economically viable.

It is not our policy to support projects which, in our estimation, have no long term likelihood of success no matter how socially desirable they may appear on paper.

Each grant application is closely assessed by our Transport Advisers. They have all had many years of experience in the bus and coach industry which they combine with a detailed knowledge of the practicalities of rural transport and the needs of the English countryside.

As taxpayers, your readers would not expect our advisers to distribute grants regardless of the economic realities surrounding a particular object. If a route is considered unviable, even with the assistance of a grant, there can be no merit in using taxpayers' money as a form of artificial life support.

Grant applications inevitably involve a fair degree of form filling and discussion, yet this is

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a small investment of effort in view of the thousands of pounds of public money which an applicant may be given as a result. Even so, nothing controlled by humans is perfect and, despite our help and support, we have witnessed some grant aided businesses fail.

Our booklet 'Opportunities for Rural Transport' explains our policies in detail and describes the terms and conditions which apply to our grant. Copies are available, free of charge, from the Rural Development Commission, 141 Castle Street, Salisbury, Wiltshire, SP1 3TP.

**PETER ROBERTS**  
Head of Rural Transport  
Services

## Good show

SIR – I read with interest the article in your issue of 10 August 1989 with reference to accounting services.

I felt that it covered the various aspects of the relationship between accountant and client very well and the services which are or should be available to clients.

It is clearly very important for a client in a small or medium size business to have a good relationship with his accountant. I feel it is not possible to give a client the kind of service which they need if the accountant does not understand the nature of the business and the problems which are likely to arise.

I hope that your readers will indeed consider carefully all the various points which you have made in your article.

**R L GRAVER**  
Graver & Co  
Norwich  
County Council



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### DAF

|                                          |                 |
|------------------------------------------|-----------------|
| 1988 E SB-DHTD DUPLÉ 320                 | 57R             |
| 1988 E MB230 PARAMOUNT 3500**            | 53R             |
| 1988 E MB 230 VAN HOOL ALIZEE 'H'        | 51R + TOILET    |
| 1988 E SB-DHS VAN HOOL ALIZEE            | 51R + TOILET    |
| LOW DRIVER                               |                 |
| 1988 E SB-DKV VAN HOOL ALIZEE            | 51R + TOILET    |
| LOW DRIVER                               |                 |
| 1988 E SB-DHS DUPLÉ 340 SL               | 57R             |
| 1987 D MB230 DUPLÉ 320 SL                | 57R             |
| 1987 D SB-DHS DUPLÉ 340 SL               | 53/57R + TOILET |
| 1987 D SB-DHS PLAXTON 3500**             | 53R             |
| 1987 D MB230 DUPLÉ 340                   | 53R             |
| 1986 D SB-DHTD PARAMOUNT 3200 LOW DRIVER | 55'E' TYPE      |
| 1986 D SB DHS CATANO ALGARVE             | 49R + TOILET    |
| 1986 C MB 230 CATANO ALGARVE             | 49R + TOILET    |
| 1986 C MB 230 LAG GALAXY                 | 49/53R + TOILET |
| 1986 C MB 230 CARIBBEAN 11               | 49R + TOILET    |
| 1984 B SB-DHS JONCKHEERE P50             | 51R + TOILET    |
| 1984 MB 200 VAN HOOL ALIZEE              | 51R + TOILET    |
| 1984 A MB 200 CATANO ALGARVE             | 48/53R + TOILET |
| 1981 W MB 200 PLAXTON SUPREME IV         | 53R             |

### VOLVO

|                                |                 |
|--------------------------------|-----------------|
| 1987 D B10M PARAMOUNT 3500**** | 49/53R + TOILET |
| 1982 X B58 DUPLÉ DOM IV        | 53R             |

### AEC

|                              |    |
|------------------------------|----|
| 1979 T 760 DUPLÉ DOMINANT II | 53 |
|------------------------------|----|

### BOVA

|                            |                                    |
|----------------------------|------------------------------------|
| 1985 C FUTURA HI-LINE EXEC | 49R + TOILET<br>+ AIR CONDITIONING |
| 1983 BOVA EUROPA           | 53R                                |
| 1982 Y EUROPA              | 49R + TOILET                       |

### LEYLAND

|                                        |         |
|----------------------------------------|---------|
| 1984 B TIGER PLAXTON 3200              | 53E     |
| 1982 X TIGER PLAXTON SUPREME V EXPRESS | 53      |
| 1982 X LEOPARD ZF DOMINANT IV          | 57      |
| 1981 W LEOPARD ZF PLAXTON SUPREME IV   | 48R + 5 |

### BEDFORD

|                            |    |
|----------------------------|----|
| 1981 W YMT DOMINANT 11     | 53 |
| 1980 V PJK PLAXTON SUPREME | 29 |
| 1975 N YRQ PLAXTON         | 45 |

### FORD

|                                 |    |
|---------------------------------|----|
| 1981 W R1114 DUPLÉ DOMINANT III | 53 |
| 1980 W R1114 PLAXTON SUPREME IV | 53 |

### BRISTOL

|                            |    |
|----------------------------|----|
| 1978 S LHS PLAXTON SUPREME | 35 |
|----------------------------|----|



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An area of natural beauty, this view over a rocky cove is to be seen at Le Yedet, near the 'Cornish Coast' of Brittany.

IT may come as no surprise to regular readers of *Coachmart* to learn the Germans have already arrived on the 'Cornish Coast' of Brittany. But the rocky coves and sandy beaches have not yet been permanently staked out.

While I was visiting the seaside town of Tregastel, to the north of the Brest-Rheims Autoroute near the pleasant town of Lannion, I spoke to German coach tourists who had just arrived in the area. They alighted from a tidy Kassbohrer Setra S120H – with Bosch ABS, 30 recliners, air-conditioning, toilet and catering facilities.

The first coach tourists I had seen in the area, they were travelling with Eberhardt Reisen of Pforzheim in Karlsruhe. One middle-aged German told me in impeccable English: 'We have not seen any British coach tourists since we left Normandy.' When I suggested the British had an infatuation with that part of northern France he gave me a wry smile.

Given the popularity of Cornwall with the British tourist, it seems strange these Breton shores do not feature more prominently on the itineraries of UK operators. Brittany has long been a favourite with the British motorcar tourist, mainly for its pleasant climate, fresh air and excellent seafood. It has good roads, with a high standard even on the country lanes – and accommodation can be as inexpensive as anywhere else in France.

I eventually saw many Belgian and French operators,

## BRITTANY: THE CORNISH COAST

*In the first part of a series on coach touring ideas in Brittany, Rod Davey explores the 'Cornish Coast' of France.*

with both full-size and medium capacity Setras, throughout the whole region. So why are there not many British operators here?

When all is said and done, the Bretons feel an ethnic affinity with the Cornish people – and share a common Celtic culture. And such bonds are regularly cemented by the two-way traffic on Brittany Ferries between Roscoff and Plymouth and St

Malo and Portsmouth. The fact that Celtic wrestlers travel each way for fights should not be allowed to shatter this image.

All this is hardly surprising. The Brittany peninsula shares a similar shape to its Cornish counterpart, as well as its rocky and picturesque cliffs. Like Cornwall, it also has a traditional fishing industry – with small boats constantly sailing in and out of its small

harbours.

At first I explored the small coastline between Primel Tregastel, over the bay from Roscoff, and Perros-Guirec. All the resorts I visited had free parking with ample room for coaches – and many hotels with restaurant/bars suitable for meal stops. Although accommodation for coach parties is mainly inland, some pleasant hotels are to be found on the coast. For example, the Hotel Plage, with a lovely seaview in St Michel-en-Greve, has 38 rooms.

A suitable tour of the coast would include such coastal villages as Plougasnou, Locquirec, Trebeurden, Tregastel and Ploumanach – around the Amorieux Corniche area.

Travelling by car with my family, we chose to use Le Yaudet, in an area of natural beauty with interesting rocky inlets, as a base. Although not suitable for an overnight coach stop, the Hotel Genets d'Or restaurant would be ideal for a meal stop.

Its menus range from about FF60 (£6) to the full gastronomic at FF140 (£14).

**Rod Davey used Brittany Ferries on his fact-finding tour of the region – arriving on the Plymouth-Roscoff service and departing through St Malo-Portsmouth.**

**The Plymouth to Roscoff service runs at least daily in the peak season with a crossing time of six hours, while the St Malo to Portsmouth runs up to twice daily with a crossing time of nine hours. Prices range from £20**

**return per person, with coaches from £130 return and free on selected sailings.**

**Coaches with 30 or more passengers travel free, as does the driver who receives free accommodation and a sleeping berth on night crossings.**

**Ferries used had excellent cabin facilities with cafeteria, restaurant and bars. There are also recliner/sleepers available and onboard cinemas and video lounges.**



## NEWS FLASH

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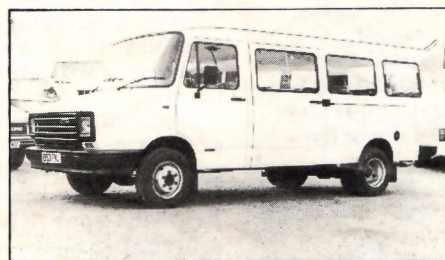
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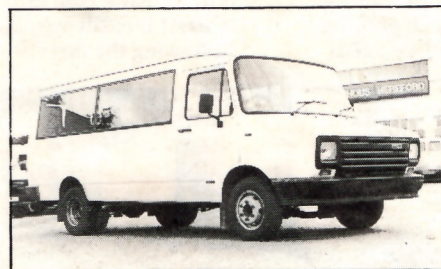
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## Inter-France Hotels

For this area of Brittany Inter-France has two hotels in Morlaix – the 68 room Hotel Europe on the Rue D'Auillon and the Hotel Fontaine, which has 35 rooms on the Voie Express on the Rte De Lannion. With favourable contract rates, the 50 room Hotel Regina is on the Rue Ropars Morvan in Roscoff.

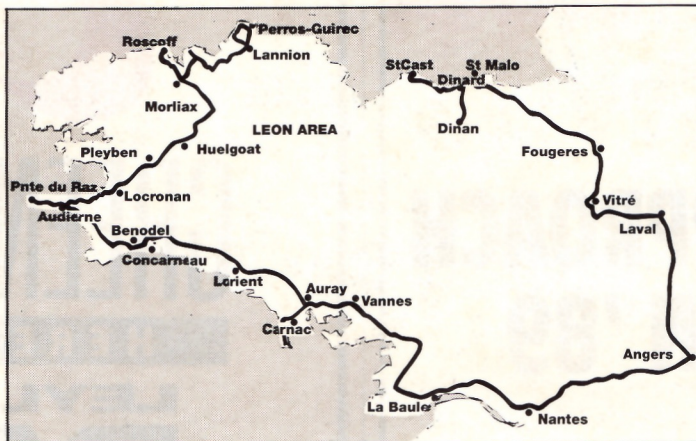
Inter-France also deal with reservations for two 40 room hotels in Tregastel, the Armoric and the Mer et Plage, both on the Pl. de Coz Pors. A smaller 25 room hotel is available for accommodation on the Pink Granite Coast in Trebeurden, the Hotel Inter on the Rue des Plages. Further along the coast in Perros Guirec, the Hotel Printania on the Rue des Bonnes Enfants has 40 rooms.

High season prices, typically £55 for a double room with bath, bidet and toilet, may be reduced depending on the size of the group – with free accommodation for the driver. Typical group reductions range from 15 to 20 per cent.

Tel: 01-450 9388/9391.

Specialising in seafood, and as haute cuisine is not de rigeur in Brittany, it simply prepares freshly caught produce in a manner suitable for the British palate. And its wine list ranges from the simplest to the more expensive wines of France.

With free coach parking available a hundred yards



beyond this hotel, with a lovely seaview (and a lovely rocky cove for the more energetic), Yedet also features a delightful stone church. As well as model fishing boats hanging from the rafters, it has an interesting Nativity. Le Yedet is reached via Ploulec'h, and is a little over 7km west of the town of Lannion.

Although Lannion is a working town, with much employment provided by the National Telecommunications Research Centre, it is in a delightful situation astride the River Leguer. It has many old houses, on the Place du General-Leclerc, with slated and decorative roofs. The twelfth century Romanesque church of Brelevenez has been rebuilt, and the sixteenth century church of St Jean is nearby.

From Lannion, the Cote de Granit Rose (the Pink Granite Coast) is easily reached following the direction of

Perros-Guirec. Here the winds and storms of the winter months have formed the shape of a neanderthal human head known as Father Trebeurden.

If the coast road is taken from Primel Tregastel, via Plougasnou, Losquirec is a charming seaside town in which to pause, ponder and watch the world go by. As well as bars and restaurants, Locquirec has an extremely attractive beach.

Further along the road Trebeurden's ancient rocks are supplemented with its fine beach – and in the town centre there is an interesting open-air market selling oriental rugs as well as fresh produce and clothing.

The short drive to Ploumanch is rewarded with its attractive harbour and Cornish-style architecture. However, with my time necessarily limited, I had to end my exploration of Brittany's 'Cornish coast' with Perros-Guirec – and the sight of a further group of German tourists travelling in a Setra

## Contacts

Brittany Ferries,  
The Brittany Centre,  
Wharf Road,  
Portsmouth PO2 8RU.

Tel: 0705-753033.

Comite Regional du Tourisme de Bretagne,  
3 rue d'Espagne,  
B.P.4175,35041,  
Rennes Cedex,  
Brittany,  
France.

Tel: 99 50 11 15.

Kathy Riviere,  
Inter-France Reservations Ltd.,  
3 Station Parade,  
London NW2 4NU.

Triaxle coach.

The main attraction of this part of Brittany, for me at least, is its innate simplicity and unspoiled, uncommercialised countryside. Should we always treat our customers as the lowest common denominator, shunting them between theme parks and facile catchpennies? All right, that such a market exists is proven by the growth of such attractions. But the eternal popularity of such destinations as Cornwall prove that a significant segment do appreciate areas of natural beauty.

Thousands of years before Christ the enigmatic Megalithic civilisation, thought to have travelled from further south through the Iberian peninsula of what is now Spain and Portugal, settled in Brittany. And so long ago, evidence exists to suggest trade between the region across the English Channel.

Around the time of Christ, Celtic tribes, originally from Central Europe, settled in Great Britain and Brittany. And in AD460 some Celts were said to have been driven from our shores to Brittany by the invading Angles and Saxons.

Brittany remained fiercely independent from the rest of France until 1250, when the absolutist wars between the English Plantagenets and the French Royal House of Capet increased French influence.

However, the links remain strong. Next week I will describe the charms of the magnificent town of Locronan and the Pointe du Raz on the most westerly point of Brittany.



There are charming seaside towns where one can pause, ponder and watch the world go by.



**V**ERITE Baker, in seeking harmony between guides and drivers (*Coachmart* opinion – September 21) expects her article to stir up a storm.

Verite certainly touches on a number of important issues, and her article raised smiles all round the office.

One of the problems besetting anyone in the training business is that we have to try extra hard to ensure that we lead by example.

All the more important, then, that Verite's information about how National Vocational Qualifications (NVQs) 'work' should be accurate.

The Government sponsored National Council for Vocational Qualifications (NCVQ) was not set up as a result of EEC initiatives, but has been in existence for about two years.

In some European countries people are not allowed to practice their trade unless they have a recognised qualification. This government has made it clear that it is not its intention to support our NVQs with legislation. The benefits of NVQs must be evident to employees and employers alike on their own merits.

An important point to make is that the NVQ being developed by the Royal Society of Arts (RSA) is for couriers and driver/couriers. A NVQ for guides is being developed by the English Tourist Board.

Verite refers to NVQ 'courses'. However, there is no such thing as a NVQ course. A National Vocational Qualification is an award indicating someone's ability to undertake a particular job at clearly identified standards of performance.

These awards are fitting into a national framework at different levels of competence numbered from level I through to level IV. Both couriers and drivers are likely to be accredited at level II, although the NCVQ will be the final arbiters on this.

The evidence which will be acceptable to show that candidates have achieved the required standards has yet to be negotiated by the RSA – and agreed by NCVQ.

Incidentally, the RSA could only identify these standards by seeking help from those who will be using them and both Verite Baker and I were involved with others from interested organisations on a small working party.

The formal process of demonstrating competence is called an assessment. Many of

# NVQs – Let's get the facts straight

*By Maurice Jones, chief executive of  
Bus and Coach Training Ltd*

BELOW – Flashback to Verite Baker's article of September 21.

## DRIVERS AND GUIDES: LET'S LIVE IN HARMONY

**M**ARKSMAN is right, said many of the coach operators I talked to.

Some Blue Badge guides are a "stereotyped guide book information pack on legs" was his comment in August 17's *Coachmart*, and talking to coach operators, many of them came up with more points: Why guides have...

**OUR outspoken Marksman commented that some Blue Badge guides are a stereotyped guide book information pack on legs. Here Verite Baker – herself a Blue Badge guide – investigates further.**

heart attack, but one learns a lot from coach drivers, and if you involve the coaching industry in training you get a much better guide at the end.

There is another side to the story though, as many of the coach operators said they were delighted with the guides they used, and mentioned how often asked particularly for a...

you will be familiar with the joint BCT/City and Guilds PSV Driving Instructor Assessment Scheme which is accredited by NCVQ at level III.

In this case, competence is assessed in one continuous session, lasting about five hours. The assessment is undertaken by a trained and qualified assessor.

In the case of the courier qualification there are ten units, and each unit can be assessed independently.

The actual assessment methods have yet to be finalised and we are looking for operators who would like to be involved in 'piloting' assessments.

Now comes the crunch point – which links back to training. Someone who has been working as a courier can look at the standards for the ten units and he or she may well decide that they believe they can demonstrate their ability to do all ten units to the required standards.

In that situation that person can apply – usually through their employer – for an assessment, assuming the

employer is registered in the scheme and has its own approved assessor.

If the courier attains the standards in all ten units – and these assessments will, by the nature of the broad range of work involved take place over quite a long period of time – then he or she gains her Diploma for Couriers.

No 'training' whatsoever has been involved. A great deal of learning has gone on over a considerable period of time to enable that person to become a competent courier and he or she now has a qualification to prove it.

I don't know how many practising couriers are 'competent' but what we will have when the scheme is up and running will be a set of standards against which to measure people's abilities.

I guess the reality will be that some people will feel confident and competent in some units and will want help in others.

This is where the need for training will come in, and a wide range of training providers – in-company, commercial and local colleges can all play their part

by offering effective training, be it full-time, part-time or 'open learning' with clearly defined learning objectives to match the performance standards.

Training providers will also come into their own by offering properly structured courses for new entrants to the industry. However, if you have followed the logic of the way NVQs can be gained, you will see that newcomers will need to gain practical experience on the job as well as theoretical knowledge before they can be assessed and 'passed' as competent.

With the development of a regional structure, Bus and Coach Training Ltd is beginning to provide some direct training itself, but its major task to date has been to develop standards.

We are now running some pilot assessments for bus and coach drivers and we shall be happy to give first reactions of both drivers and their bosses once we have some experience of assessments under our belt!

Further information on the RSA's Diploma for Couriers can be obtained from Diane Farmer on 0203 550707.



# Hen night antics lead to objection

**A** MEMBER of the public appeared at a Cardiff public inquiry to complain about the conduct of a private party operation.

Mr Brian Richards, trading as B & D Richards, of Tonna, applied to renew his PSV operator's licence, authorising the operation of three single deckers and three minibuses.

The South Wales Traffic Commissioner, Mr John Mervyn Pugh, was told there had been problems with a party of 18 women from the Neath area, which one of Mr Richards' vehicles took to a nightclub in Cardiff. The night out ended in anger when the driver collected them over two hours late with a police escort.

Mrs Julie Harris, of Glannant Way, Cimla, the party organiser, complained that the terms of the private hire arrangement had not been met, saying she opposed the renewal of Mr Richards' operator's licence.

She said she had arranged for a "hen party" to go to the Coco Savanna Night Club in Cardiff city centre on July 29. The driver of the minibus promised to pick them up at 2.15 am. However, when he failed to turn up, she contacted Mr Richards' office and was told that the driver was waiting outside Cardiff Castle.

## Worried

Everyone was really worried, as they had all got young families, said Mrs Harris. Her husband had only let her go provided that she came home at a reasonable time.

They were unable to find the vehicle and they eventually called the police. Three patrol cars scoured the area and after finding the minibus, escorted it to the Castle. The police only left the scene after the driver had given an assurance that he did not mind taking the party back to Neath.

Mrs Harris said she wanted to ensure the same thing did not happen again. Members of the party could have been mugged, murdered or raped.

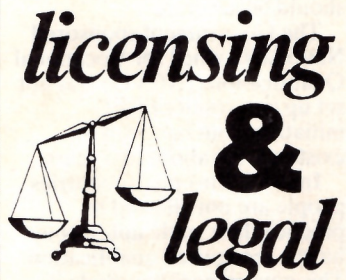
For Mr Richards, Mr Richard Ambrose claimed Mrs Harris was motivated by spite. He said the truth of the matter was that the behaviour of the party of women left a lot to be desired. When the driver arrived to pick the girls up, he quickly noticed that they had already had too much to drink.

During the course of the journey to Cardiff, one young lady chose to take down her knickers and display her backside to following traffic through the back window of the coach.

Mr Ambrose said the women had only paid the driver £48 for the hire of the minibus, because they had spent the rest of the money on an exotic cocktail, costing £12, for the bride-to-be.

Granting full renewal, Mr Mervyn Pugh said he did not doubt the authenticity of Mrs Harris's story. However, it seemed that there could well have been some misbehaviour by some of the ladies on the minibus, and he was glad that no names had been revealed.

It was unfortunate, but Mr Richards appeared to attract complaints, though he did recognise that every coach driver was in a vulnerable position.



**WEEKLY REPORT  
ON LAW**

**AND THE  
COACH OPERATOR  
By Michael Jewell**

## Licence for Liverbus after rivals clash

**L**IVERBUS Ltd, a company formed by Mr Geoffrey Metcalfe, who set up Liverline Ltd, has successfully applied for a new PSV operator's licence, authorising the operation of 21 vehicles, despite objections by Liverline.

The West Derby, Liverpool, based company appeared at a Manchester public inquiry before the North Western Deputy Traffic Commissioner, Mr John Levin, who indicated that representations about the application had been received from Liverline.

For Liverbus, Mr Jonathan Burns said Mr Metcalfe, the principal director, had left school at the age of 16, and had worked for the Merseyside PTE as an apprentice fitter until he became fully qualified. Documents and certificates produced showed that Mr Metcalfe had some standing in

the area, and that he had been offered a master's place at Leeds University.

Mr Levin said it appeared that Mr Metcalfe had done his homework and exams.

Mr Metcalfe said he had undertaken a trainee management course at Merseyside PTE lasting two years. He was then put into a small location at which there were 19 drivers and 30 vehicles, which he ran for six months. In order to further his career, he wanted to set up in his own business and he set up Liverline.

He traded with that company, he considered successfully, for one year. They had operated one particular service. They then took on another service and they had to expand. Maintenance problems arose and he attended a disciplinary inquiry in December 1988.

One of the main problems in

connection with the maintenance was vandalism of the vehicles by a third party. He thought it had been another operator trying to put them out of business, and the matter was investigated by the police. One night four vehicles were totally smashed up. That put the maintenance programme behind and put the company into disarray.

By December 1988, he had pulled out all the stops to put Liverline in order, said Mr Metcalfe. He had contacted the Freight Transport Association, who had helped to totally revamp the maintenance system.

At the public inquiry, a fellow director of Liverline had given evidence that the maintenance problems had arisen due to the rapid expansion and the vandalism. No suggestion was made that he had been



incompetent, said Mr Metcalfe.

He had asked advice of the test station concerning the new maintenance procedures, and he had been assured that they were satisfactory. The Liverbus maintenance system would incorporate all the changes made to the Liverline system.

Mr Burns said Mr Metcalfe was claiming wrongful dismissal. A number of Liverline vehicles received prohibition notices. That cost the company £80,000 in hire fees and the loss of public goodwill. Liverline was claiming that £71,000 of the loss was due to Mr Metcalfe failing to do his duty.

However, nothing was said at the public inquiry in December about it being Mr Metcalfe's fault, though he had been responsible for the vehicles. The other director never once mentioned at that inquiry that he considered that it was Mr Metcalfe's fault.

He had said the problems had been due to the expansion and the vandalism. It was now being said that Mr Metcalfe had been totally responsible for the maintenance of the vehicles. Though he was responsible, he

had to answer to the other directors, and he did not get what was needed in the workshop when he needed it.

Mr Metcalfe had been "got rid of" for two reasons. Firstly, he had voiced certain fears about financial matters, and, secondly, the other directors had wanted to take the operation over.

## Mr Metcalfe had been 'got rid of' after voicing objections about financial matters

Mr Metcalfe said the company had £50,000 of capital, and the National Westminster Bank was lending some £20,000. His solicitor, Mr Mark Jones, had invested in the company

and was the company secretary.

The set-up had been fully investigated by accountants, and they had produced projected accounts. The intention was to buy the vehicles through hire purchase arrangements. There were "off bus" sales, the money for which the company would receive a month after the passengers had been carried.

The services they intended to operate were services that had been run by other operators previously. They were in negotiation over premises where there was sufficient accommodation for the parking of 50 vehicles.

The Freight Transport Association had inspected the premises and facilities and was satisfied. Arrangements had been made for the FTA to inspect the vehicles periodically as a back up to the company's own maintenance system. The vehicles would be inspected every four weeks, with intermediate safety checks every two weeks.

Mr Burns said he had been impressed by Mr Metcalfe, who was a professional, who knew his business and who was good

at his job. He was just the sort of person who ought to be granted an operator's licence.

Granting the licence, Mr Levin said Mr Metcalfe was fully qualified and experienced. He unfortunately had had problems with the previous company. However, he accepted that those problems were due to the vandalism experienced and the rapid expansion.

The December public inquiry had no doubt been very embarrassing for Mr Metcalfe, with the Liverline vehicles being in such a poor condition.

Mr Levin said Mr Metcalfe accepted that he was responsible overall for the Liverline problems. He could understand Liverline's attitude, if it was in dispute with Mr Metcalfe, but he agreed with Mr Burns that the fact of the dispute was not evidence as such, justifying a refusal of the Liverbus application.

The Liverbus business plan went into a great deal of detail. The bank and others were prepared to invest money in the company. He was satisfied that he ought to grant the licence as applied for.

## Tricolour licence slashed

**T**HE duration of the PSV operator's licence held by Hertfordshire operator Mr Anthony Relph, trading as Tricolour Coaches, has been cut by the Metropolitan Traffic Commissioner, Air Vice Marshal Ronald Ashford, so that it only has a month to run.

Mr Relph, of 40 Burrowfield, Welwyn Garden City, had been called to disciplinary proceedings at a public inquiry in London, following a poor maintenance report from the Department of Transport's vehicle inspectorate.

In his decision, Mr Ashford said he was prematurely terminating the existing licence as a mark of censure. However, provided that Mr Relph submitted an application for renewal before the new expiry date, he would be prepared to approve his application to increase the authorisation on the licence by two vehicles.

## Go-ahead for Options

THE North Western Deputy Traffic Commissioner, Mr John Levin, has granted a new standard international operator's licence, authorising the operation of two vehicles, to Mrs Catherine Williams, trading as Options, of Trafford Park, Manchester.

Mrs Williams told the

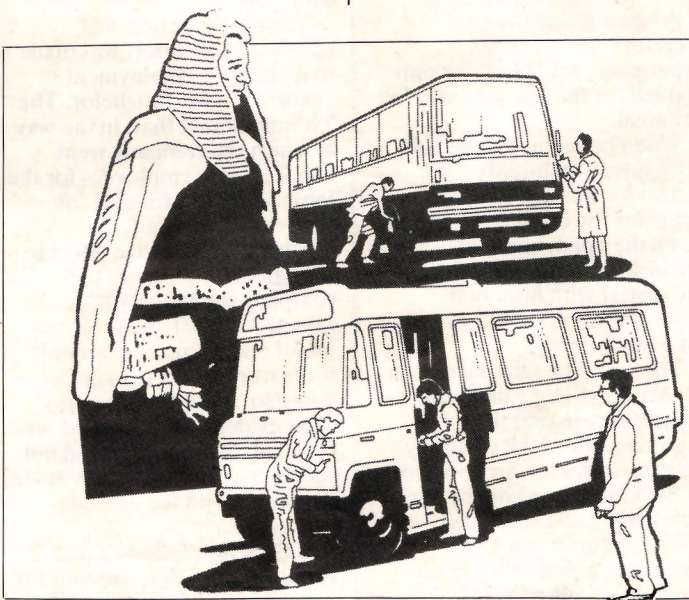
Commissioner she wished to operate a 51 seater coach and one minibus. She had worked for another travel firm, owned by her brother, for 10 years. That business had been sold and she wished to undertake private hire work similar to that undertaken by the previous firm.

Customers of that business kept coming to her, saying that they were not happy with the service the new owners of the business were providing. She had been recommending other operators, but had now decided to have a go herself.

Questioned about finance, Mrs Williams said it was difficult to know how much the operation was going to cost, as she had not yet bought any vehicles. Her brother was going to help her with the business, as he had more experience of the financial side, but it would be her business.

She had an office and parking facilities for the vehicles. She was currently looking for land to buy, and that would be purchased with family money. The business was being run at the moment, and they were hiring coaches in to do the work. Carrying football teams would see them through the winter, giving them time to look for the right coach and to get it ready for the season.

Granting the licence, Mr Levin said that he was satisfied that Mrs Williams was suitable.





# Dismissal was unfair

**Y**ORK City & District Travel Ltd unfairly dismissed a traffic controller, after restructuring their management system, a Leeds Industrial Tribunal decided.

The Tribunal adjourned until a future date consideration of the amount of compensation to be paid to the controller concerned, Mr P Batchelor.

Mr Batchelor, who was first employed by the company in November 1964, and who was dismissed on March 25, complained that he had been unfairly selected for redundancy and that his dismissal was automatically unfair because it was in breach of an agreed procedure.

The company argued that the spirit of the agreement in question was observed, and that the dismissal, in all the circumstances, was fair.

The Tribunal said that at the time of his dismissal, Mr Batchelor was employed by the company and its predecessors for 25 years. He had originally been employed as a conductor, he had worked as a driver, and, in 1978, he was appointed inspector. In 1980 Mr Batchelor was promoted to senior inspector and in 1986 he was appointed controller, but his grade was protected.

At the beginning of 1989 the company decided to restructure the supervisory and administrative part of the business. There were at the time six controllers, two mobile inspectors, one detailer, one night shift chargehand and one time booking clerk; a total of 11 employees in a supervisory role.

The plan was to reduce those posts to nine, namely three operations controllers, four shift supervisors, one staff detailer and one service supervisor.

The Transport & General Workers Union was notified of the intended restructuring. Meetings took place. The union point of view was that the company should adhere to a written agreement, dated April 27, 1987, and there should be a redundancy exercise as provided for in that agreement.

The company had other ideas. Its aim was to abolish the existing posts and require the

incumbents to apply for one or more of the newly-created posts. Since it intended to conduct what it regarded as job interviews, the company argued that it was not obliged to allow union representatives to be present at those interviews.

Mr Batchelor was interviewed by Mr Hooper, the operations manager. Mr Hooper decided not to appoint Mr Batchelor to the post of operations controller.

Instead, he appointed two men, Mr D Green and Mr D Todd, who had been controllers under the old system, and as the third a Mr D Andrew, who had been a detailer. The only reason that Mr Hooper advanced for his decision was that, in his opinion, Mr Batchelor was not one of those better suited to the job of operations controller.

There was no evidence before the Tribunal as to what criteria was applied by Mr Hooper when he conducted the job interviews. Mr Batchelor only applied for the job of operations controller.

That job was the nearest equivalent to the job that he had been performing. It included the same duties, but with added responsibilities. The pay was about £1,300 more, whereas the jobs of shift supervisor and staff detailer were some £3,000 less than the top grades, and about £2,000 less than Mr Batchelor had been currently earning.

It was not surprising, therefore, that with his experience, Mr Batchelor only applied for the one job, said the Tribunal.

When he learnt that he had been unsuccessful, Mr Batchelor was not minded to apply for the other jobs. He was given the opportunity to reconsider, but after discussing the matter with his union representative, he decided to take redundancy.

The Tribunal said the reason for Mr Batchelor's dismissal was redundancy in that the requirements of the company for employees to carry out work of the kind carried out by Mr Batchelor had diminished.

The circumstances constituting that redundancy applied equally to Mr Green

and Mr Todd, who were not dismissed. The question was whether Mr Batchelor had been selected in contravention of an agreed procedure relating to redundancy.

The procedure dated April 27 1987 provided that both management and union would endeavour to minimise the problems associated with redundancies and, as far as possible, avoid compulsory redundancy by considering, among other things, alternative employment.

It provided that every effort would be made to make available reasonable and suitable alternative employment opportunities within the company. It went on to provide for compensation in the event of demotion.

The compensation was, however, strictly limited, and in Mr Batchelor's case it would have amounted to the order of £450. It was therefore clear, said the Tribunal, that compensation would have been totally inadequate. Furthermore, given Mr Batchelor's length of service and standing within the undertaking, it was reasonable for him to apply only for the job of operations controller.

The Tribunal said it had concluded in the circumstances that reasonable and suitable alternative employment could only mean the job of operations controller.

The next question was whether every effort was made to make such employment available to Mr Batchelor. The Tribunal found that, in the way in which the company went about placing employees for the jobs that were available, no such effort was made.

For in order to give effect to the agreed procedure, the company should only have rejected Mr Batchelor for the job of operations controller if there were sound reasons for doing so. Since there was no clear evidence as to why he was rejected, the company had not shown that any effort was made to comply with the agreed procedure.

It therefore followed that, in the absence of clear reasons for not selecting Mr Batchelor for



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**By Michael Jewell**

the job, the company had failed to show that there were special reasons justifying a departure from the agreed procedure.

In those circumstances, said the Tribunal, Mr Batchelor's dismissal was automatically unfair.

## Warning over maintenance

**N**O action has been taken against the PSV operator's licence held by Mr Brian Newton, of 147 Park Barn Drive, Guildford, Surrey, other than the issue of a formal warning, by the Metropolitan Traffic Commissioner, Air Vice Marshal Ronald Ashford.

Mr Newton appeared at disciplinary proceedings in London, following an adverse maintenance report from a Department of Transport vehicle examiner.

Mr Ashford told Mr Newton there had to be a significant and sustained improvement in the maintenance of his vehicles. He pointed out that unless the vehicles and maintenance records were kept impeccably, he would have no choice but to revoke the licence.

The Commissioner directed that a further maintenance investigation be carried out by vehicle examiners in a year's time.





# ARLINGTON

## VOLVO

**1987 B10M, Plaxton Paramount 3500\*\*\*\***, 49/53 recliners, double glazing, centre continental door and sunken toilet, auto gearbox + integral retarder. **£90,000**

**1986 B10M Plaxton Paramount 3500\*\*\*\***. Fully automatic gearbox and integral retarder, 49 reclining seats, brown interior, cream/red exterior, MoT 3/90. **£78,500**

**1985 B10M Jonckheere Jubilee P50**, 53 recliners, crew seat, power door, armrests, radio/tape, alloy wheels. **£65,800**

**1983 B10M Plaxton Viewmaster GT**, 49 recliners, rear sunken toilet and continental door, driver's bunk, fawn/orange moquette. **£44,500**

**1983 B10M Duple Caribbean**, 48 recliners, rear sunken toilet and continental door, underfloor lockers, MoT 4/90. **£48,500**

**1981 B10M Plaxton Supreme IV**, 48 recliners, side lockers, rear saloon toilet, power door, radio/PA, Telma retarder, exterior red/white, MoT 6/90. **£37,500**

## LEYLAND

**1988 Tiger Cummins 290 Duple 360L**, 55 seats, rear continental door, skidcheck, Telma retarder, power door, underfloor lockers, fog lamps, radio/PA, grey soft trim interior, exterior red/gold, MoT 4/90. **£69,500**

**1985 Royal Tiger Doyen 260**, Telma retarder, Autolube, 49 reclining seats, crew seat, centre sunken toilet and continental door, provision for TV/video, coffee machine, MoT 10/89. **£55,000**

**1984 Royal Tiger 245**, ZF 6 speed gearbox, Plaxton Paramount 3500, 49/53 seats, demountable toilet, radio/PA system, power door, brown stripe moquette, exterior white. **£53,750**

**1984 Royal Tiger 245 Van Hool Alizee Super High**, 53 reclining seats, crew seat, centre toilet demounted, radio/cassette/PA, TV/video, curtains, Telma, automatic lubrication. **£62,500**

## USED COACHES

**1983 Tiger Duple Caribbean**, 50 recliners, continental door, Telma, driver's bunk, double glazing, fridge, MoT 4/90. **£43,500**

**1982 Tiger 245 Plaxton Supreme V**, 53 E-type seats, power door, tinted windows, Eberspacher heater, red stripe moquette curtains, radio/PA, 5 speed semi-auto gearbox, MoT 11/89. **£35,000**

**1981 Leopard Willowbrook 003 coach**, 53 seats, express doors, Webasto, Telma retarder, autumn interior, MoT 11/90. **£17,500**

## MERCEDES

**1982 0303 Jonckheere Bermuda**, 49 recliners, crew seat, power door, radio/tape/PA, centre sunken toilet, continental door, tinted windows, curtains, OM422 V8 engine, ZF 6 speed gearbox, exterior silver/blue/maroon, MoT. **£32,000**

**1982 0302 Plaxton Supreme IV**, 32 recliners, 8 tables, toilet, kitchen at rear, fridge, MoT 1/90, exterior white. **£35,000**

## BEDFORD

**1986 YMP/S, Plaxton Paramount 3200**, 30 recliners, rear saloon toilet, single seat drinks dispenser unit, wired for video/TV, exterior silver/blue, MoT. 7/90. **£47,000**

**1983 (A) PJK Plaxton Supreme**, 29 seater, power door, radio/PA, side lockers, interior trim red, exterior white, new MoT. **£25,500**

**1983 (October) YNT Duple Laser**, 53 seats, power door, radio/PA, side lockers, heated windscreen, driver's locker, one owner from new. Choice of 4. **£34,500**

**1982 (Y) YNT Plaxton Supreme V**, 53 seats, power door, radio/PA, side lockers, brown/gold stripe moquette, MoT 10/89, exterior white. **£22,500**

**1982 YNT Duple Dominant II**, 53 seats, power express doors, radio, red moquette, exterior cream/green. **£23,250**

**1979 YMP Duple Dominant III**, 53 seats, power door, side lockers, radio/PA. choice of 3. **£11,500**

## DAF

**1985 SB 2300 Berkhof**, 49 reclining seats, Webasto heating, toilet, Telma, radio, PA cassette, continental door, power door, blue interior, white exterior. Choice of two. **£46,500**

**1983 SB2300 Plaxton Paramount 3200\*\*\*\***, 47 recliners, centre sunken toilet, Webasto pre heater, Blue Spot radio/PA/cassette, curtains, TV monitor, exterior grey/blue, MoT 7/90. **£48,500**

## AEC

**1980 Reliance 760 Duple Dominant II**, 53 seats, power door, side lockers, radio/PA, exterior white/blue, MoT 1/90. **£17,500**

**1978 Reliance 760 Duple Dominant II**, 57 seats, 12 metre, power door, radio/PA, side lockers, brown moquette, exterior brown/orange, MoT 11/89. **£13,500**

## FORD

**1982 R1114 Duple Dominant II**, 53 seater, brown moquette, usual extras. **£17,500**

**1980 R1114 Plaxton Supreme Express IV**, 53 seats, radio/PA, side lockers, Telma retarder, exterior yellow/white/black, MoT 9/89. **£14,500**

## SEDDON

**1975 Pennine Plaxton Elite III**, 57 seats, power door, radio, side locker, brown moquette, MoT 8/90. **£6,500**

## BUSES

**1982 Bedford YMT Duple Dominant Bus**, 63 seats (13+2 seating), Treadmaster gangway, cab door, exterior red/cream/black. **POA**

**1982 Bedford YMO/S Maxeta Bus**, auto gearbox, 37 moquette trim seats, 12 standees, new MoT. Choice of 2. **POA**

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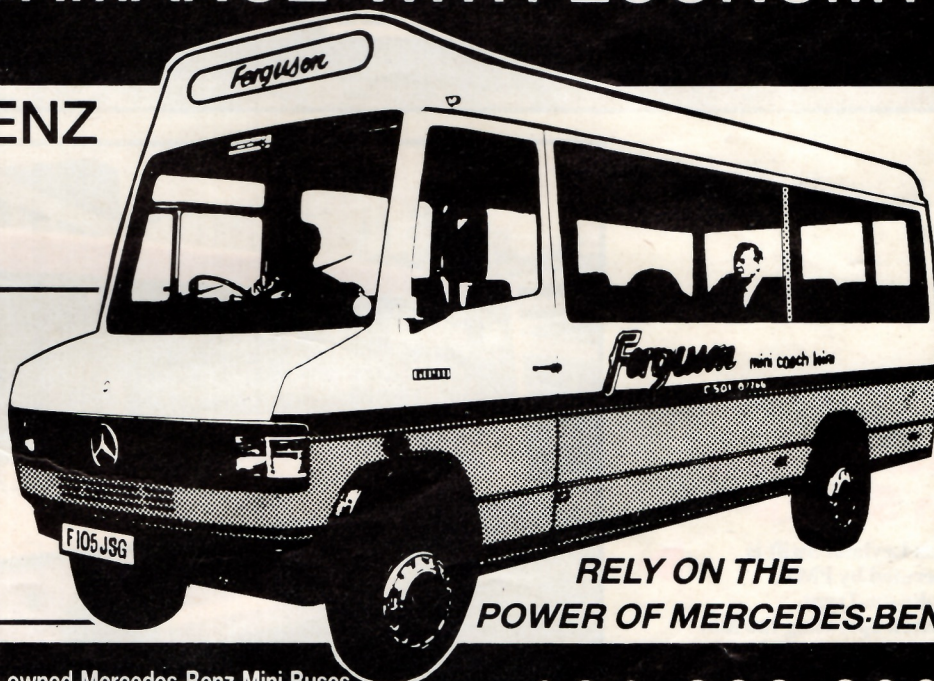
# WESTERN COMMERCIAL



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# FLEET UPDATE



## Jonckheere makes 22

◀ The latest addition to the 21 vehicle fleet of Taylors of Sutton Scotney, Hampshire, is this Jonckheere Deauville based on the DAF SBR 3000 chassis.

The coach operates on private hire and Taylors own programme of continental and UK holidays. It is finished to full executive specification.

Pictured is the company's director and general manager, Basil Taylor, receiving the keys from Arthur Humphries of Jonckheere UK Ltd. Looking on is Taylor's engineering director, Frank Sloggett.



## Scanias buzz to Beehive

◀ Pictured are two Scania K93CRB coaches for the Doncaster operator Wilfreda Beehive.

Fitted with Duple 320SL bodywork they join six other Scanias in the fleet – all were supplied by Stuart Johnson during the past six months.

The Scania K93CRB features Scania DS9-05 8.5 litre 252 bhp engine and GS772 ten speed splitter gearbox.

Formerly based in Bawtry, where Wilfreda was founded in 1949, owners Tony and Sue Scholey took over the Beehive business two years ago.

## Swift flies in Stoke

◀ This Leyland Swift is operated by PMT, Stoke-on-Trent.

Seen operating the X23 Potteries to Sheffield service via the Peak District the Swift has PMT's own Knype bodywork. It is to dual purpose specification with 37 seats and eight standees.





# FLEET UPDATE

## Stagecoach stunners

New Alexander bodied 10.3 metre Leyland Olympians are entering service with several Stagecoach subsidiaries.

The bus pictured is to semi-coach specification in its low height 'R' type body. It also displays the Stagecoach

corporate identity with East Midland fleetnames and the prominently displayed Stagecoach Holdings Ltd logo.

A similar vehicle will be displayed on the Walter Alexander stand at the BCC show.

## Bound for Ballymena



Logans Coaches, Dunloy, Ballymena has taken delivery of this 12 metre Dennis Javelin. The Plaxton 3200 two star body is fitted with 53

reclining seats, soft trim, radio/PA/cassette.

Supplied by W S Yeates, the coach is finished in a livery of grey, red and silver.

## Arran chooses DAF model

Hughes DAF has recently supplied Arran Coaches from the Isle of Arran with its first DAF.

Arran had previously specified Bedford as its first choice chassis. The DAF DHTD rear engine chassis has Plaxton 3200 low driver bodywork.

Arran's new livery was designed and painted at Hughes DAF's Cleckheaton premises.



## Matching Merc duo



This matching pair of Mercedes Benz 609Ds were supplied to E & F Coach Travel of Atherton.

The Greater Manchester-based operator has a fleet of six coaches (three supplied new during 1989). The 609s were converted by Made To Measure Minicoaches Ltd, Stockport. They seat 24 with two tables in their full soft trim interior.

E & F managing director Bill Eckersley described the new coaches as 'very versatile'. They are used on local work for Granada TV studios, weekend tours to the continent and private hire.



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# Look around and see your mistakes



**W**e all need to consider what we can do to give us an edge on our competitors.

The search for the different approach need not be limited to our own traditional areas of operation. In my own quest for new lines I have taken the opportunity of riding on both British Rail and National Express services recently.

Although I have not had the opportunity of sampling more than a few of the rail offerings, my impression of railway stations is that generally they are cleaner, have better facilities and better passenger information than most coach stations.

Main line termini are particularly impressive. Although the platforms at Kings Cross are still dirt-black concrete, the concourse is tiled and quite clean, given the volume of traffic over it.

The same is true of the principal stations in both Glasgow and Edinburgh. Birmingham's New Street is somewhere I visualised as particularly grimy. Not so now!

The concourse is so brilliantly clean that if you dropped some of your (now quite edible) Traveller's Fare on it, you might not hesitate to pick it up and carry on eating! As there is a wall between you and the actual trains, New Street looks more like a huge McDonalds than a station.

On a much smaller scale, Blackpool North is in the same style. Look in there when you have parked a coach in Blackpool. See how it compares with where you have just dropped your passengers. Do we, generally, use the coach parks with the best facilities, or just the cheapest?

This choice lies with us and will affect the customer's perception of the service he got when using our coach. Our competitor might use the better facilities.

For example, there are hotels just off many motorways

offering more luxury and often cheaper prices than motorway service areas.

In the coach station at Bristol one Sunday I found no eating facility at all, other than a limited choice, 'stand here and eat' type snack bar. The actual servery hatch is in a corner and the floor on the customer side looked – and smelt – as if it was the out of hours gents' urinal. Indeed, when a passenger in front of me dropped a £1 coin I detected a reluctance to pluck it from amongst the dirty, wet, litter on the ground. Who can blame her, for within seconds her fingers were holding a Cornish pasty to her mouth.

Many operators will have been to Digbeth when working for National Express. Try

using it. This should surely be the justification for spending money on upgrading facilities rather than a feeble excuse for not doing so.

When all is said and done, there is little point in trying to give an upmarket image through our vehicles and staff if the customers' first impression is bad. There may be operators who regard this as not pertaining to their own, local, coaching activities.

There are, however, comparisons which can be made. Where, for example, do passengers get on your tours? If it is in your depot, what does it look like to them? How clean are the toilets there? Where do they wait to board a tour or excursion?

***Bristol – the servery hatch is in a corner and the floor looked and smelt as if it was the out-of-hours gentlemen's urinal***

looking at it as a customer for a change. While there is a 'herding of cattle' feel about it, the VDU display monitors and the clear and audible passenger announcements were good and the catering facilities far superior to Bristol – but overall the place was not a patch on nearby New Street.

I was particularly amazed to see a stack of well worn, even illegal, tyres and wheels on display to passengers outside the fitting bays. Passengers may well conclude that these were the tyres on which they had been travelling, or even that they are spares awaiting fitting!

Other commentators in the trade and national press have frequently made adverse comments about Victoria Coach Station, London. I totally agree with them and add nothing to their criticism. There are certainly a lot of passengers

Is it covered, heated, and comfortable with somewhere clean to deposit luggage? What passenger information is available to them? All this might be areas where most of us, and that certainly includes me, could improve facilities and thus have an advantage over our competitors.

On board, I am not so generous with my praise for British Rail. Generally trains do not sparkle with cleanliness, even though there always appears to be a quick litter cleaning operation at every turn-round at terminal stops.

When boarding mid-point on a route it can be difficult to find a seat which is not littered with the debris of the previous occupant. I am in no doubt that all but the worst operators could teach BR a thing or two about cleanliness.

There is quite an

improvement in on-train announcements over recent years. They announce stations in advance, so that passengers do not sleep through them. They thank you for making the journey and remind passengers to take all possessions with them.

All of this is about on a par with what I, at least, regard as the required performance of an average coach driver.

Inter-city trains though are air conditioned, so there need be no announcements about heating or ventilation, which is something I would expect of a good coach driver. This was rare on National Express and, frequently, the rack vents were not on despite many passengers clearly fiddling with them in an attempt to get some cool air.

There must be a message there for many of us who run executive vehicles with on board catering. Never mind whether it pays us, or whether we sell the catering supplies to the driver and leave him to get on with it.

Rather we should be wondering: are passengers made fully aware of what is on offer to them? If not, we are simply not maximising the perception of our benefits.

National Express is not cheap. Single fares work out at 10 pence per passenger mile. Exeter to Bristol is £7.60. Also to their credit is that at no time did vehicles on which I travelled seem to be going at excess speeds. Indeed they often seemed to be going slow, but arrived at timing points with a high measure of punctuality.

Generally, disregarding scrap tyres at Digbeth, vehicles gave the impression of being well-maintained.

Just as some people look like villains, even if they are not, and others seem to exude honesty; so it is with vehicles.

Same look well cared for and others don't. Looks can deceive, but it may be on these looks that we are judged by our potential customers.



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# Are you getting a good deal?

**I**N these days of deregulated competition and savage interest rates, operators may be too preoccupied to give insurance the attention it deserves. Yet precious as time may be, there could be a pay-off for those who look carefully for possible savings.

Third party vehicle insurance and employers' liability are compulsory, but ever-increasing premiums need not be. When the renewal notice lands on your desk the sickening reality of another large dent in your cash flow could be sweetened.

## Savings

Time needs to be spent during off-peak planning moments to look at risk management. Brian Chapman, of brokers Chapman Stevens, told me: 'Risk management requires a close examination of how much of a risk the operators cover for themselves'.

Implied by this is the prospect of leaving some risks uncovered by insurance. However, Chapman was really advising the use of voluntary excess to not only reduce premiums in the short term, but also benefit from a reduced claims experience in the long term.

Chapman gave me a case study to illustrate his point.

A 40 vehicle fleet with a bad claims record and compulsory excess of £100.

Saving on premiums over two years £75,000.

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Net saving over two years – £55,000.

| Year | Excess | Premium  |
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| 1    | £100   | £120,000 |
| 2    | £500   | £90,000  |
| 3    | £1000  | £75,000  |

Even when scaled down to smaller fleets the potential of such savings gives operators the incentive to compare alternatives. It may be reasonable to expect professional advisers to prompt such economies, but there could always be the worry of reducing cover.

## Type of Cover

Motor vehicle cover for the coach operator can be provided in one of two ways. Small scale operations could benefit from insuring individual vehicles – just like car insurance. A no claims discount can be accumulated to encourage care with vehicles and drivers. The NCD is transferable in the normal way so that premiums can be held down.

The alternative (normally recommended for fleets of five or more) is to insure the fleet as a whole. Premiums are then assessed according to claims experience with the values of individual vehicles averaged out. This lends itself to risk management.

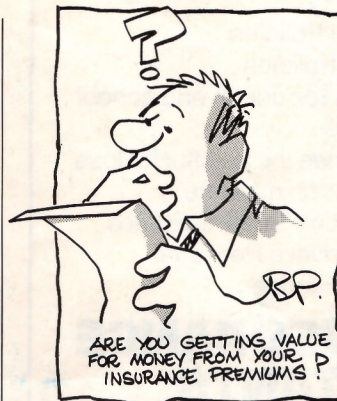
All premiums are calculated on the risk experience of each proposal, so that the lower the number and value of claims – the lower the premium.

## Know your driver

Joe Arastey of brokers Cobra Insurance has advice which is sound, regardless of cover required. Arastey told me: 'Premiums are under the control of the underwriter. Their actuarial calculations are based on past experience. This claims record is established by both vehicles and drivers'. Arastey advised operators to 'vet new drivers more carefully – ask about their accident record, and reduce the risk to a minimum'.

Bryan Hardy, principal of Coaching Insurance Consultants, expands the meaning of risk management. Hardy said: 'It is about staff selection and training as well'. The training element, according to Hardy, should include preparation for what to do after an accident.

Coach Insurance Consultants produce a customer advice sheet. The aim is to encourage them to collect all relevant information after an accident. Hardy told me that without this ammunition there would be no defence. The list contains the obvious stipulations of the Road Traffic Act, and further advice. All of this is aimed at establishing the facts of an incident so that proper blame can be established.



**Are you getting value for money from your insurance premiums? Mike Morgan looks at the insurance market to establish how operators can get a good deal on their insurance.**

The conclusion to Hardy's list is:

'REMEMBER – a fully completed Accident Report Form with a well-defined description of events will help speed things through. Don't forget that neither your insurance company, insurance broker nor uninsured loss solicitors were present!'

## New Ventures

New operators are particularly difficult to assess. Until they have a record of claims their premiums will be based on an average of similar fleets. Underwriters will take a cautious view in this guessing game.

However, Ron Powell of Wrightsure gave me an example of a favourable quotation for a new venture. Assuming a standard 53 seat coach is worth £30,000, Powell said: 'The premium would be about £2,000 if there was no previous experience. The owner would have to declare any drivers under 25, and there would be a excess of £100.'

## Competition

There is still competition in the insurance market at the

moment. Insurance companies such as General Accident, Norwich Union, Sun Alliance, Guardian Royal Exchange, and Eagle Star compete with Lloyds underwriters.

A number of insurance companies have existing portfolios of coach business, but only a few are now active in the market. The implications are that it will be less competitive in the future.

Generally companies provide unlimited windscreen cover and have a standard £100 excess. Lloyds policies may incorporate a higher excess of £200-£250, a minimum age limit or no windscreen cover.

The premium differential between company policies and underwriters policies will depend entirely on individual circumstances. It is very easy to advise shopping around, but operators are clearly busy people.

There is a close parallel with a busy group requiring coach hire. Do they insist on the lowest price or the best service? Many will seek an acceptable compromise after ringing round a cross-section of suppliers. Others will simply go back to the same old company and make do.

Insurance brokers offer the attraction of taking the time-consuming tedium out of the selection process. Brokers should make comparisons easier, and handle the administration (particularly of claims). Insurance companies can be expected to supply quotes at very short notice, and they are very happy to deal direct with their client.

Lloyds underwriters are inaccessible to the general public. They cluster in that famous emporium in the City of London and can only be approached by Lloyds brokers.

Lloyds Brokers are select individuals who act as intermediaries between the underwriters and the non-Lloyds brokers who will be representing clients. Obtaining a quotation from Lloyds can take a couple of days. Patience and forward planning are essential, as is the use of a good broker.





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# INSURANCE

Brokers will take a commission on any business they complete. This is not unreasonable for the service they provide. However, be warned that they should not add-on a 'fee'. Caveat Emptor applies – so beware and check the documentation!

## Personal attention

The NBC privatisation package encouraged the belief that only small local companies could respond to local needs. However, there have been examples both before and after the NBC sell-off to suggest that large companies can provide a personal service. Therefore large insurance brokers or companies ought to be able to do likewise. Expect such organisations to offer an expert with bus and coach industry knowledge.

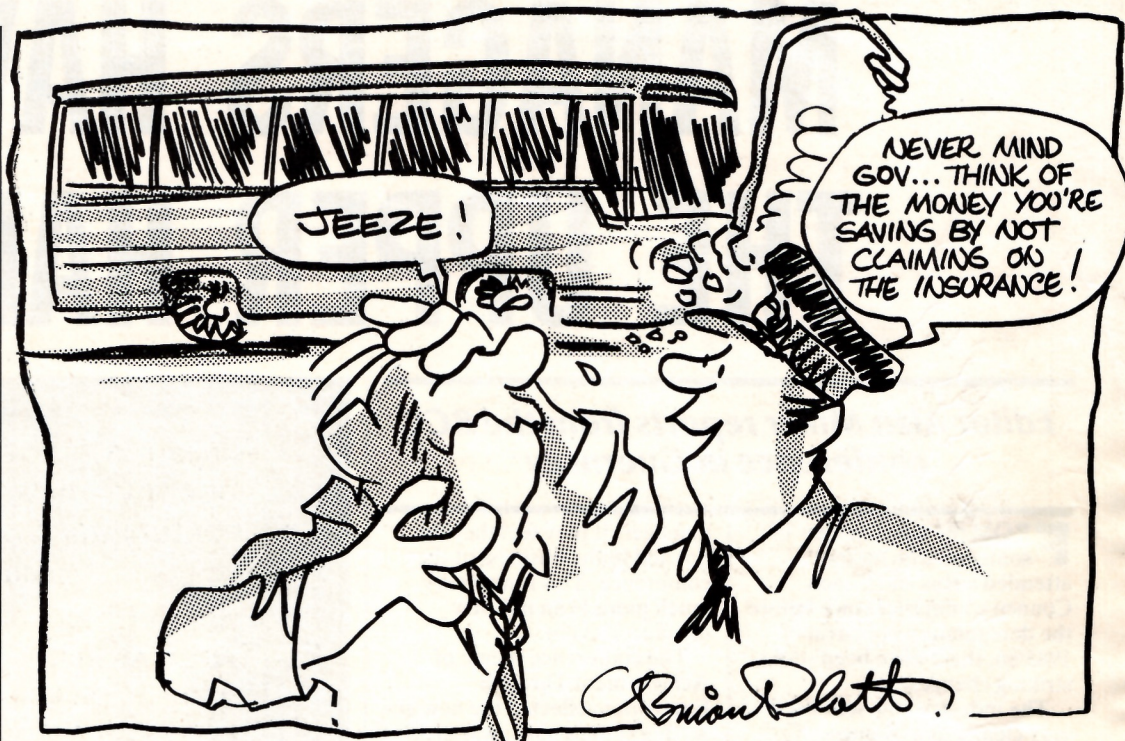
Ron Powell of brokers Wrightsure gave me one example of a service it provides, which is an example of the benefits of economies of scale in the insurance industry. Wrightsure offers a special coach scheme. This gives a preferential premium rate that Powell says provides a discount from two companies and one Lloyds syndicate.

Wrightsure also offers a split payment facility at an additional cost of 4-5 percent. Powell said: 'There is a 70 percent take-up on this service'. Clearly his clients value the benefits of this service to their cash-flow.

Where experience of personal service is not good, then operators should change to a broker or company that can be 'personally' aware. Only then can risks be properly assessed and claims dealt with expeditiously.

## Utmost good faith

It would be naive for an operator to constantly make claims in a vain attempt to achieve justice. If you pay a



premium of £20,000 per annum and insist on making claims in excess of that, then (unless you are not at fault) you will inevitably face a steep hike in premium next year.

Peter Hayman of specialist travel broker Hayman/Jackson reinforced the importance of 'a good claim incidence'. He told me of two companies in the past three years that had the wrong figures. Hayman said: 'Five to seven percent is the expected incidence of claims – one of the companies which consistently went over this figure went bust this year'.

## Conclusion

Shopping around for a competitive quote is a worthwhile exercise if the operator has a good record. Bryan Hardy of Coaching Insurance Consultants warned that those with bad risks could 'run out of shops eventually'.

Operators will be in a better position if they have a good risk record. As Hardy told me: 'Nobody will buy a bad record'.

This is a salutary thought in a market that threatens to become less competitive in the future.

## INSURANCE CHECKLIST

- Check the accident record of new drivers.
- Check brokers are not adding on a 'fee'.
- Take advantage of specialist advice.
- Tell the insurers of any material change.
- Consider carefully the size of your excess.
- Consider introducing a 'safety' bonus for drivers. (Wrightsure's Powell said 50% of his customers had taken up this suggestion.)
- Establish a good claims record.

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# MANAGERS HAVE THE UPPER HAND

**Editor Alan Millar reports from the BCC conference in Guernsey**

**F**ROM the point of view of someone who has not attended a Bus and Coach Council conference since before the deregulation upheaval of 1985/86, there have been some striking changes.

The industry now sees itself very clearly as a business concerned about bottom line performance beating its competition, increasing its market share and motivating its management and employees to achieve those ends. No longer does it see itself as a quasi-social provider of public services regardless of cost.

That is well expressed by the positions held by delegates at last week's conference in Guernsey. Managing directors, finance directors and company chairmen far outnumbered the local councillors who once played a much more active role in conference discussions.

And politicians' interjections, once accepted with tolerance or in deference to municipal and PTE managers' subordinate role to their political masters are likely now to be silenced by

managers if they feel they do not add to the business of the conference. This is now very much more of an industry managers' event.

The conference theme of Achievement Through Enterprise reflected the new go-getting commercial awareness of the industry, even if it was very much a big bus operators' conference. The handful of classic independent coach operators who came to support outgoing BCC president Simon Newman of Armchair Travel nonetheless found the content this year just as stimulating and relevant as those from some of the largest bus companies.

Highlight for most delegates was the appearance of Stagecoach Holdings MD Ann Gloag, whose paper on enterprise in the PSV industry opened the window a little on the formula of success in a company which began nine years ago with two coaches and which today is the largest independent bus and coach operator in the country, with over 2,300 vehicles, most of



**Ann Gloag**

them bought with National Bus Company subsidiaries.

Her message, which attracted the liveliest discussion of the two days' business, was not that Stagecoach has a sophisticated secret which others would find impossible to follow, but that it is driven by strong determination to be big and successful, to succeed where others have failed and to carry its staff with it as it grows.

'We did have a certain amount of luxury in being able to build our house the way we wanted it, rather than trying to make a rambling mansion habitable and affordable.

'But we did not have the money to employ armies of staff or outside specialists. We literally had to do it ourselves. This process gave us a very intimate knowledge of what was essential, as opposed to what was nice to have in fulfilling our objectives.'

She said enterprise involved taking risks, developing new ideas and seizing opportunities.

Overnight flyposting of bus shelters, a low cost marketing exercise undertaken personally

by Gloag and her brother, chairman Brian Souter, was a risky venture which paid off in publicising the company's original express coach services.

She saw the introduction of crew-operated Routemasters as an innovation in Scotland and said the privatisation of NBC was the first major new opportunity for the group to grow big, an ambition right from the start.

But she said it was necessary not only to have these opportunities, ideas and risks, they had to be put into practice and seen through. Stagecoach had survived competitive assaults on its coach traffic in the 1980s largely because it fired up its staff to share Gloag and Souter's determination to succeed.

The transformation into the multi-million pound group of today is as much part of that same careful planning. 'We had to address and decide exactly what business we wanted to be, not in generalist terms, but in very specific terms.' It meant focusing the effort very firmly on operating buses, not



**Delegates throng in for the conference.**



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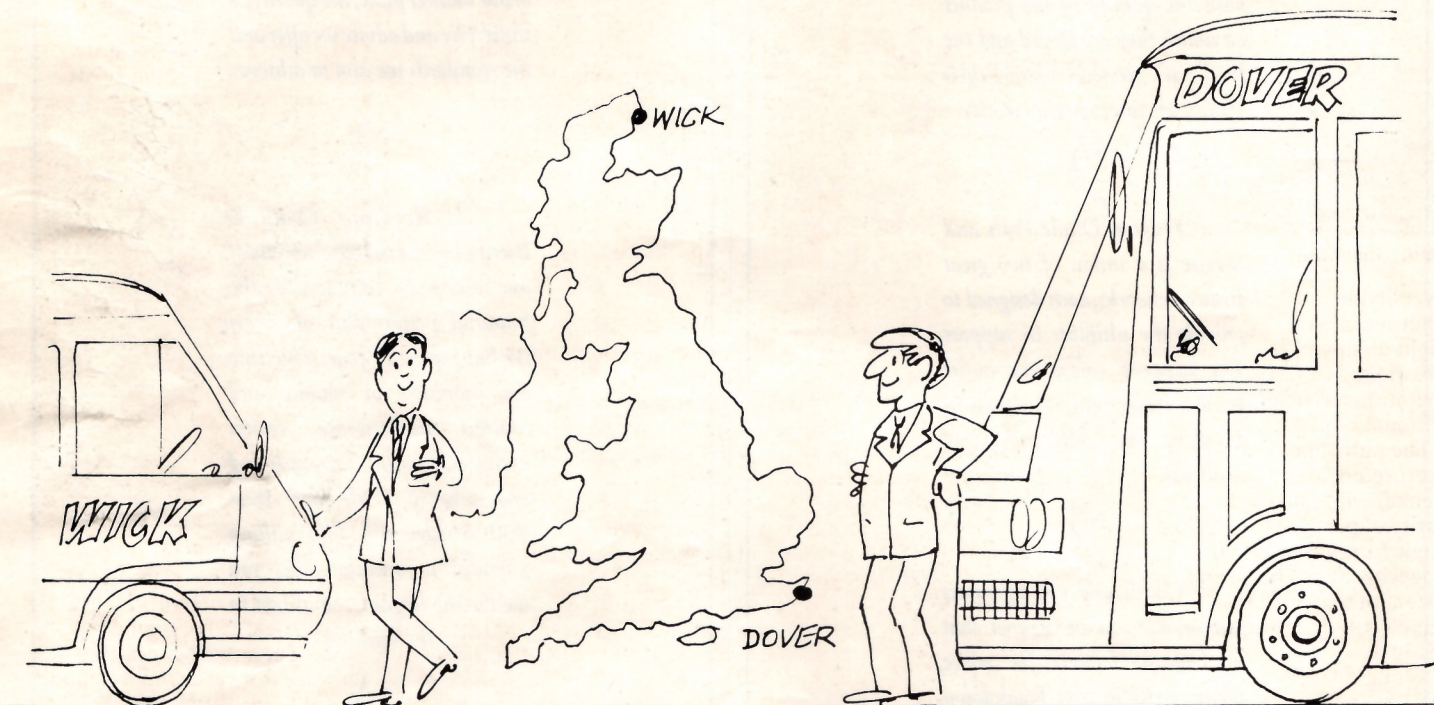
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# FROM A MINI-BUS IN WICK



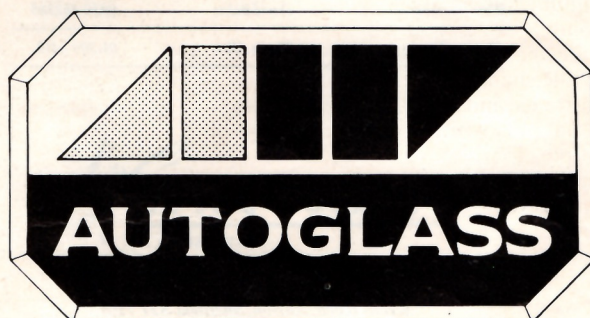
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# BCC CONFERENCE



**Colin Sharman.**

diversifying into retailing or other business areas which might dissipate the effort. Even the original express coach operation has been sold to National Express.

The nub of her message, interpreted later by another speaker who said she had a clarity of purpose rather than a magic formula, was that Stagecoach runs on a simple system of management time being wasted as little as possible.

'Our management and staff need to know quite clearly what we want of them so that effort is not wasted on sidelines. We give them clear, simple targets related to profit levels, quality, fares and attention to costs at all times. We demand unflagging attention to costs and revenue, particularly costs. We make sure they know the profit levels we need for success on the bottom line.

'Strong, positive leadership we believe is the way to achieve the performance and commitment we want.

'We have short lines of communication and no, absolutely no, committee management.'

While she stressed the importance and absolute trust built into her working relationship with her brother, Gloag pointed out that Stagecoach has also acquired a good management team to help it run the businesses. 'I believe we have the best team around us that we could possibly have. We are extremely fortunate in the people around us.'

Future growth, she said, would come from increased

services and passenger carryings rather than fares increases – a last resort, she said – and the Scottish Bus Group privatisation programme figures high in Stagecoach's ambitions.

But she dismissed suggestions that Stagecoach would become a monopoly operator of the 1990s. The Monopolies and Mergers Commission would not allow it. There were companies which, even if they came on the market, could not be acquired.

Gloag's paper had followed a day of more general discussions on enterprise, when five speakers from other business areas considered the conference topic.

Colin Sharman, a senior partner at Peat Marwick McLintock's management consultancy, got back to basics by asking what is an entrepreneur and what makes them succeed where the majority fail.

Qualities like aggression, determination, thrust, drive and ruthlessness constitute part of the make up of the successful entrepreneur. It is someone who left school early, comes from a large family, whose father may have been self-employed and who embarks on enterprise in their early 30s.

As delegates learned later, Ann Gloag has no university degree and places high importance on her family's supportive role in running Stagecoach.

But Sharman pointed out that those entrepreneurs' success is exceptional. Of the 1.5 million small businesses in the UK, a quarter started since 1980 and are being joined by 1,000 a week. A third of those will fail by the end of the first year. Only four percent will grow into big businesses and only one percent will want to grow big.

'You could be left with the conclusion that entrepreneurs are born and not made,' he said.

Drawing on London Docklands as an example of successful enterprise, Sharman said it was important never to avoid the obvious in business, to

show logic and flair in developing plans, to pay close attention to social issues and always recognise who your competitors are.

For the future, he warned that environmental 'green' lobbying will drive up costs, but also create opportunities, that information technologies will present organisational challenges and that companies will need to develop the right strategies to exploit the more complex markets of the 1990s.



**Colin Wreglesworth.**

Colin Wreglesworth, travel trade director of Trust House Forte, took up the theme by looking at how a service industry is investing in its labour force to seek future growth.

He argued that quality of service, rather than innovation, will be the battleground of the



**Robert Heller (left) and Simon Newman.**



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# BCC CONFERENCE



**Martin Saunders.**

future. People in the front line of providing a service will make the difference between success and failure.

THF, he said, has already altered the focus of its management meetings to see what service weaknesses lead to new business being lost. It encourages innovation by taking away some of the fear of failure and encourages all staff to regard someone as a customer, so kitchen staff may view restaurant staff as customers, even though they do not come into contact with outside customers.

It is investing in much more rigorous communication with staff and between staff, giving people at all levels a better view of the each others' requirements. It has altered staff induction procedures and wants to break down departmental barriers.

Robert Heller, a writer who helped develop the Haymarket publishing group, looked at the development of an enterprise culture and stressed the importance of high, but clear goals and rewards for exceptional effort as part of the ingredients of such a culture.

His paper prompted two MDs, Christopher Hilditch of Midland Red North and Peter Sephton of South Yorkshire Transport, to ask what can be done to motivate employees whose main goal is to finish work as early as possible.

'Hold out a carrot to take them further,' he suggested.

Money might be the answer.

Sephton said: 'A lot of the people we employ have their sights set very low. We need lots of people with set tasks.' The problems arise when their sights are set too high, for they fear that they will make errors.

Heller said managers should prove to employees that they should be prepared to take calculated risks and that they should reward staff suggestions.

John Luff of British Telecom, talking about achieving a market led culture, explained how BT is investing in management training programmes to equip its senior managers with responsibility for customer service.

That has involved it in explaining BT's overall strategies, improving its managers' practices, market

awareness and communications skills and in changing the way in which the organisation functions.

Completing the first day's look at general management principles, Martin Saunders, P&O's group chief accountant, emphasised the importance of controlling a multi-faceted organisation.

Cash, he said, is the prime short-term management tool. Poor management of it, rather than poor profitability, is usually the cause of bankruptcy. Managed well, the business is able to take swift corrective action where necessary.

It is important to manage assets and liabilities, to know where the assets are and to ensure that people in the organisation are not over-spending. Controls should be clear and people should be clear who operates the controls.

He also stressed the importance of five-year business plans, as much as a discipline to keep managers in touch with the market as anything else. 'What matters is the mental process gone through in the lead-up to producing the plan.'



**John Luff.**



**Alan Westwell.**

Delegates, either inspired or terrified by the simple success story of Stagecoach, were taken from Ann Gloag's presentation to a session on management training needs for the bus and coach industry. Douglas Harvey of the Industrial Training Service explained some findings in the course of research of the industry for Bus and Coach Training, the BCC's training company.

He said many existing company structures are strong on operational management, but weak on strategic planning. Many senior managers are performing jobs which ought to be the province of middle managers.

All of the companies canvassed by ITS said they believe it is important to operate higher standards, but they need to plan to achieve these standards.

Harvey advocates a system of appointing training facilitators in companies, individuals who will take responsibility for developing training programmes to suit the needs of managers and potential managers, partly as an exercise in their own management development.

The formal business sessions ended on a lighter note, a debate on the future role of the traffic commissioners, led by Bee Line MD Andrew Braddock and Metropolitan traffic commissioner Ronald Ashford.

The views expressed, in the best traditions of college debates, were not necessarily those of the participants, but essentially Braddock argued in favour of scrapping route registration in pursuit of true deregulation of bus services and Ashford argued in favour of its retention as a protection of the public interest.

Ashford and the status quo won the day, so perhaps, after all, the industry has not changed as much as we think since deregulation. Perhaps it still craves stability.

This year's conference, the 15th, was the first to be held away from the British mainland. There is talk of the 1991 conference being in Amsterdam, but next year new president Alan Westwell of Strathclyde Buses will be hosting the 16th conference in Glasgow.



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## Blowing hot and cold

**B**LOWING hot and cold can be an advantage in business ... if it's your coach that is doing the blowing.

Facing facts, a coach is a mobile greenhouse, its vast area of glass soaking up the sun and losing the heat equally quickly in colder and overcast weather. Humidity is an ever-present problem, causing condensation and sticky passengers.

The demand for control over the saloon environment has increased as passengers go overseas and experience the effect of such things as air conditioning. The public is fickle, and beginning to expect a higher standard of comfort, whether at home or abroad. And this year's glorious summer showed everyone how relevant good ventilation can be, even in our normally soggy climate.

The operator is spoilt for choice when it comes to heating options. Perhaps the simplest are those which utilise the engine's own coolant to provide the heat. The heat is usually radiated or vented at floor level, and is carried down the coach by a conventional forced-air ventilation system.

There are disadvantages with this system. Because of the volume of coolant involved, the engine may take longer to warm up, or may be over-cooled when the heater system is brought into play. And a cold engine means cold air. Independent heaters solve this problem, and reduce the time taken for the engine to reach working temperature as a bonus. Burning the vehicle's own diesel or petrol, a small unit heats the water system quickly and fairly efficiently.

Most of these heaters use the engine's own coolant, but in special circumstances it may be possible to set up an independent water circuit. This would be a necessity if the water heated was for, say, a shower or washroom, and the water used would be heated via a heat exchanger.

Power output of water heaters varies enormously, and the manufacturer will supply the most suitable. A heater with around 5 kw of output may be enough for a minibus, but upwards of 20 kw is more suitable for a touring coach. Travel in extremely cold

conditions, such as those experienced in winter excursions and tours in Scotland or Scandinavia may make the investment in a 30 kw or bigger unit worthwhile.

Air heaters are another alternative. Again using the vehicle's own fuel, they have the advantage of being even more 'instant' since they do not have to heat a volume of water before output can begin. Again, a wide range is made, some specifically for driver comfort.

Air heaters use heat exchangers to transfer heat from burning fuel to the air entering the saloon. The pressure of the forced air is always greater than the pressure in the combustion chamber for one reason; should the heat exchanger block develop a leak, the reverse situation would see the passengers inhaling lungfuls of exhaust fumes!

Air and water heaters are remarkably cheap to run. Typically, an independent heater would burn a fifth less fuel than would the coach's engine at tickover, and would be operable even when the coach is standing.

When the sun's out, it's a whole new ball game. Forced-air ventilation is standard equipment and copes with moderate conditions. The obvious way to upgrade it is with air-conditioning.

The system itself is no more complex than an ordinary household fridge. A special gas is put under pressure by a compressor belt-driven by the engine. Under pressure, and hot, the gas passes into a condenser, is cooled until it reverts to a liquid, then passes to the evaporator within the coach.

Here it is released from the high-pressure system, gathering heat from the air passing over the evaporator as it expands. The cool air passes into the ventilation system.

The majority of coaches are not built with air-conditioning in mind, so the standard ventilation system has to be examined closely to decide which configuration is required. Many air conditioning systems utilise the existing ventilation ducts, suitably modified, while special brackets and pulleys may have to be made to



One of Sutrak's fitters places the inconspicuous evaporator within the luggage rack of a luxury coach.

accommodate the compressor. In some cases, there may be need for more power from the alternator, and this is often supplied by a supplementary alternator attached to the compressor mounting bracket.

Positioning of the compressor is fairly standard, since it is driven by the engine itself and utilises the engine's crankshaft

pulley. The condenser can be hidden under the coach's side panelling or on the roof. The evaporators can be positioned anywhere within the coach, usually in the luggage rack, and the number of them will vary.

Of course, all of this has some penalty. Apart from the demands on the electrical system, there is also some power draw. An average of 15 hp is given by Sutrak, and though this would hardly be noticeable at speed, tickover may have to be adjusted slightly to avoid 'lumpiness' when the system is switched on. The weight of the system, around 200kg, is fairly insignificant but a roof-mounted condenser may give the vehicle slightly worse results in a tilt test.

Cost is a primary factor in selection of air conditioning. A top-class system fitted by the manufacturer may well be more than £8,000. Cheaper systems are available but you tend to get what you pay for.

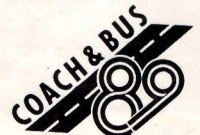
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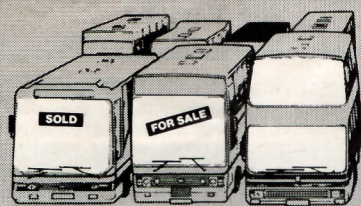
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(32558/VO)

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**Would consider p/x of  
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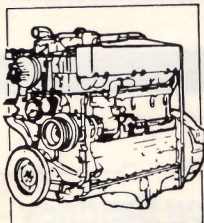
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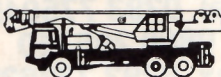
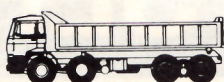


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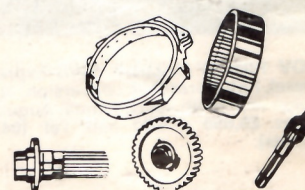
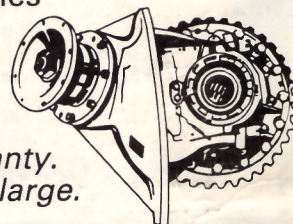
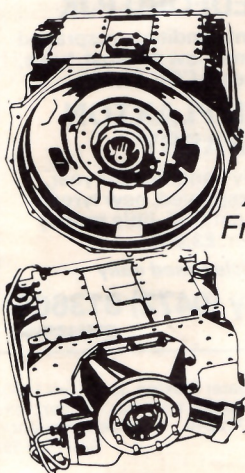
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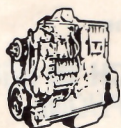
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**1977 BRISTOL LH SUPREMES**, 41 seats, test applied for choice of 2.

**1977 LEYLAND LEP DOM II**, 49 seats, Express doors, tested, choice of 2.

**1974 LEYLAND LEP**, private plates, Plaxton, Mk IV front, express doors, test applied for. **£4,500.**

**1977 DAIMLER FLEETLINE**, 76 seats, full test

**SEAT RETRIMS  
UNDER £1,000**

**I BUY YOUR REDUNDANT OBSOLETE  
VEHICLES AT A BETTER PRICE.  
VEHICLES COLLECTED.  
DISTANCE NO OBJECT.  
FULLY RECONDITIONED SEMI/AUTO  
AND MANUAL GEARBOXES WITH  
WARRANTY, MOST MAKES IN STOCK**

**OF BARNSELY TEL:  
0226 725702**

(26366/UN)

VEHICLES · SEATS · GEARBOXES

USED VEHICLES · SEATS · GEARBOXES · SPARES ·

**1985 BEDFORD DUPE LAZER II**, 53 seater.

**1987 LAG PANORAMIC** luxury coach, DAF 2800 engine, 49 seater.

**1989 MERCEDES BENZ DUBRAVA 3200**, 49 seater.

**OFFERS INVITED**

**For more details  
Tel: (04027) 59406**

(32605/UN)

## END OF SEASON SALE

**1 45 seater Plaxton Supreme VI**, Y reg Bedford turbo. **£12,000**

**1 53 seater Plaxton Supreme**, R reg Bedford 500, (new engine). **£5,500**

**1 44 seater recliners Plaxton Elite**, (new engine). **£3,000**

**1 14 seater Talbot Express**, 1988, E reg, diesel turbo. **£8,000**

**1 14 seater Talbot Express**, 1987, D reg, diesel. **£7,000**

**1 15 seater Bedford Midi**, (non PSV), D reg. **£3,500**

**Hyundai Pony**, B reg (car). **£1,200**

**Contact 0708 28111**

(32650 UN 59)



## West Durham Coach Sales

**18, 19, 21 SEAT TOYOTA OPTIMOS AVAILABLE FROM STOCK**

**1987 TOYOTA OPTIMO DL**, 19 seat, 6 cylinder turbo.

**1986 (C) TOYOTA GL MIDI COACHES**, 19 reclining seats, red interior, choice of 2, MoT May 1990.

**1982 BOVA DAF EUROPA**, 52 recliners, Webasto heating, wired for TV, curtains, red interior, MoT July 1990.

**1986 (C) TOYOTA GL Midicoach**, 19 recliners, MoT May '90.

**1986 (D) TOYOTA GL Midicoach**, 19, new MoT.

**1985 (C) FIAT IVECO Midicoach**, 14 seater, new MoT.

**1987 OPTARE CITY PACER**, new engine, new MoT, 25 coach seats.

**1979 BEDFORD YMT Duple Dominant**, 53 seater, MoT March 1990.

**1982 (X) BEDFORD CF**, new MoT.

**1982 BOVA DAF Europa**, 52 recliners, MoT July '90.

**1979 BEDFORD YMT Duple Dominant**, MoT May '90.

**1976 BEDFORD YMT Plaxton Supreme Express**, MoT Dec '89.

**1976 BEDFORD YMT Plaxton Supreme Express**, 53 seater, MoT December 1989.

**PART EXCHANGE DEALS ALWAYS WELCOME** - All prices subject to VAT  
Webasto heating sales and service agents



*Always in touch!*

Contact John West, West Durham Coach Sales,  
Coulson St., Spennymoor, Co. Durham.  
North of Scotland - Gordon Shearer (0466) 2077  
After Hours Service:  
T Francis (0388) 832955  
Evenings: John West (0388) 88492

**Telephone (0388) 811848 day**

**TOYOTA**

Fax No. (0388) 819754

**24 Hour  
TOYOTA parts  
service**

(27160/UN)

## TONY ANDREWS

**P.S.V. SALES**

**THE JONCKHEERE DEALER FOR SCOTLAND  
PARTS SERVICE ACCIDENT REPAIR  
24 Hr EMERGENCY ROADSIDE ASSISTANCE  
NEW JONCKHEERE LUXURY COACHWORK  
AVAILABLE ON VOLVO, LEYLAND, DAF, SCANIA.  
PHONE US TODAY FOR FULL DETAILS**

### USED VEHICLES

**1984 DAF 2300 Jonckheere**, 49 seats, full spec, MoT'd Feb. **£49,500**

**1983 DAF DKFL PLAXTON PARAMOUNT 3200**, 51 reclining seats, toilet, double glazing, Webasto, private plates etc, MoT Dec '89 **£39,500**

**1982 BEDFORD YMO/MAXETA**, Allison automatic, 35 seats, service bus, pram pen, rubber floor etc, MoT April 1990 **£12,000**

**1980 VOLVO B58**, 12m/Duple Dominant II, 55 seats, MoT Sept '90 **£22,500**

**1980 VOLVO B58**, 11m/Unicar, 53 seats, MoT Sept '90 **£17,500**

**1979 BEDFORD YMT/DUPLE DOMINANT II**, 53 seats, MoT April '90 **£8,500**

**1978 BEDFORD YMT**, (401 Leyland engine)/Duple Dominant II, 53 seats, radio, p/a, curtains, MoT Sep '90 **£7,500**

**1974 BEDFORD YRT/PLAXTON EXPRESS**, 53 seats, MoT Nov '90 **£4,500**

**TRADES DESCRIPTION ACT:** In this list we quote the year of registration and not necessarily the year of manufacture. All prices are subject to VAT at the standard rate.

**Ayrshire**

**TEL: 0292 591213**

**day and night**

(31842/UN)

**Jonckheere**



# C.H THOMAS COACHES LTD

## END OF SEASON SALE

1982 DAF JONKHEERE BERMUDA, 49 reclining seats, TV video, PA, toilet, hot water, private plate, new MoT ..... **£37,000 ono**  
 1982 (X) LEYLAND TIGER, 53 seats, radio, PA, Plaxton V body, MoT May '90. .... **£31,500 ono**  
 1983 (Y) BEDFORD CF, 11 seat mini bus, MoT April 1990 ..... **£2,650 ono**

**Tel: 0249 814455**

(32526/UN/58)

## AVAILABLE NOW

1987 DUPLÉ 425 – Cummins L10 – 53 reclining seats with arm and foot rests – rear toilet – continental exit – carpet – curtains – double glazing – Vogel courier seat – Bostrom driver's seat – driver's bunk – speed limiter – Telma – ABS – Tempo 100 – video with three monitors – Bosch radio cassette and PA – Eberspacher pre-heater – first class condition – MoT to May 1990 – full maintenance records available.

**£70,000 ono plus VAT**

**STRATOS HOLIDAYS**  
**Newtown**  
**Mid Wales**

**Tel. 0686 626731**

(32441 UN)

## OLD BARN GARAGE

**28 Preston Road, Brighton, East Sussex**

1986 BEDFORD YNV PLAXTON 3200, 53 reclining seats, armrests, air suspension, Webasto heating, Telma, curtains, radio, cassette, pa, MoT Nov 1990.

1983 (AUG) PRIVATE PLATE VOLVO B10M PLAXTON 3200, 53 reclining seats, courier seat, armrests, Telma, Webasto heating, air conditioned, curtains, radio, cassette, pa, MoT April 1990.

*Part exchange or HP arranged*

**Tel. 0273 686378 day, or 0273 504059 eve**

(32470/UN/58)

## WARRENS COACHES (Kent – Sussex) LTD Ticehurst – Sussex

*HAVE FOR SALE*

### 1984 DAF MB200/PLAXTON PARAMOUNT 3500

Fitted with sunken toilet, coffee machine, video, TV, full stereo sound & PA system, 49 recliners plus courier seat (a pair of 2 seats spare if required to make up to 53), MoT to March 1990, **£45,000.**

### 1981 VOLVO B58/PLAXTON SUPREME IV

Fitted with 49 E-type seats, Telma retarder, radio/PA, MoT to January 1990, **£25,500.**

### 1980 VOLVO B58/PLAXTON SUPREME IV

Fitted with 49 E-type seats, Telma retarder, radio/PA, MoT Feb 1990, **£23,000.**

**All the above vehicles are in excellent condition – each one has only had two owners from new**

**Tel. Warrens Coaches on (0580) 200226 – 200291 (05806) 3212 & 3887**

(32591 UN)

## CHOICE OF 3

1984 KASSBOHRER SETRA, double deckers, 5228 DT, one 70 seater, two 74 seaters. All have new or reconditioned engines, differentials and gearboxes with V8 engines, 8 speed ZF gearbox in each

**£66,000 each**

### ALSO

1985 NEOPLAN with V10 engine and 6-speed ZF gearbox **£68,500**

All four vehicles are fitted with toilet, drinks machine, fridge, radio/pa, sausage boiler and 6 to 8 TVs in each with videos.

**Contact Martindale Coaches**  
**on (0740) 651500**

(32584 UN/59)

ONE P REG FORD DOMINANT, 53 seaters, both MoT to February 1990. **£2,000.** 1978 SEDDON PEN-NINE, 53 seater, Gardner engine, year's MoT. **£5,500.** Tel. (0566) 4848. (32656 UN)



**London Bus Sales**  
**Route Master and**  
**Leyland National Mk 1**

**10.3 metre · 2 door**  
**36 seats · 28 standees**

Large selection of these vehicles in stock.

All buses fully prepared to buyer's requirements.

Full after sales service.

**London Bus Sales**  
**London Buses Ltd**  
**500 Chiswick High Road**  
**London W4 5RG**

**Telephone**  
**01-724 5600 ext 20607**

**Fax 01-227 6515**

Also available  
 A quantity of Gibson and  
 Almex E ticket machines.

(27007/UN)



**B10M JONCKHEERE P90**, very high spec, immaculate throughout, low mileage, drinks, hot and cold, fridge, video 7 TV monitors, Telma, 12 speeds, MoT August 1990 ..... **£55,000 ono**

**1974 BEDFORD DUPLÉ**. Repainted. Exchange gear box (app 6 months ago) 500 engine fitted (app 3 yrs ago). 12 months MoT, very clean machine ..... **£4,000 ono**

Both the above coaches has been well maintained mechanically and body wise.

**COME AND MAKE AN OFFER**

**Contact Mr G Wilson or Mr Sanderson**

**Tel: 0742 345247 (Sheffield)**

(32462/UN/58)

**1987 (E) MAN 8.136 WHIPPET**, 28 reclining seats, radio, stereo, power door, MoT March '90, **£28,000**.

**1976 (D) MERCEDES 608** Reeve Burgess, 19 seater, MoT Aug '90, **£16,000**.

**1987 RENAULT MASTER**, 15 seater, tinted windows, radio, PA, MoT April '90, **£8,500**.

**1974 LEYLAND LEOPARD 680** Dominant, 49 seater, Webasto, recent engine and gearbox, 12 months' MoT, **£5,750**.

All plus VAT and available now

**NEW 22.5 inch Continental style stainless steel wheel discs, £95.00 per set plus VAT.** All other sizes available.

**Tel. 0253 65207**

(32436 UN)

**1978 BRISTOL L.H.E.C.W.**, 43 seats, MoT - March 1990 ..... **£8,000**

**1978 FORD PLAXTON SUPREME**, 49 seats, MoT - March 1990 ..... **£6,000**

**1974 LEYLAND LEOPARD PLAXTON ELITE**, 51 seats, MoT - July 1990 ..... **£6,000**

**1968 BEDFORD PJK PLAXTON PANORAMA**, 29 seats, MoT - June 1990 ..... **£700**

**WILSONS  
COACHES**

**Tel: (0555) 840249**

(32619 UN)

**1985 VOLVO B10M**, 53 recliners, MoT April 1990.

**1980 LEYLAND LEOPARD**, semi auto, 53 seats, MoT May 1990.

**1977 LEYLAND NATIONAL**, 41 seats, MoT, Sept 1990.

**1986 MERCEDES 609D**, 27 seats, MoT Feb 1990.

**1987 MERCEDES 709D**, 27 seats, MoT April 1990.

**1988 TALBOT EXPRESS**, diesel, 14 seats, MoT applied for.

**Tel 0236 825178**

(32494/UN)

## FOR SALE

**BEDFORD YMP**, 10 metres, 1984, Plaxton Paramount bodywork, Telma retarder, 38 reclining seats, fitted to high specification.

Only 2 left.

**1982 12 METRE LEYLAND TIGER 245**, Plaxton Supreme V bodywork, 50 reclining seats, fitted with Telma retarder, cherished number plates.

**1982 12 METRE LEYLAND TIGER 245**, Plaxton Supreme V bodywork, 55 standard seats, fitted with Telma retarder, cherished number plates.

*Both in first class condition and both fitted with TL 11 Level Six series engine and the latest Rockwell back axle.*

**Contact: Armchair Passenger Transport Co Ltd, Brent Way, Brentford, Middlesex TW8 8ES.**  
**Tel. 01-568 8227**

(32587 UN)

## 1978 BEDFORD YMT Plaxton Supreme

53 seats, pa/radio/cassette, side lockers, cherished number plates, various MoT dates, **choice of 7**, all owned from new by us, colour orange/black, can refinish your colours.

**1981 LEYLAND NATIONAL Mk 2** 680 engine, 52 seats, one entrance, PSV/MoT but never used as a city or rural bus, owned from new by local Government establishment until recently and used as works transport.

**Tappins Coaches, Didcot, Oxon.**

**Tel. 0235 819393**

(32531/UN/58)

## DUE TO RETIREMENT THE FOLLOWING ARE NOW AVAILABLE

**DAIMLER FLEETLINE**, 74 seats, double decker. **£4,750**.

**WILLOWBROOK SPACECAR**, P reg, in need of an engine. **£3,000**.

**VAN HOOL 300 ON BEDFORD YMT CHASSIS**, 500 engine. **£4,000**.

**Tel. 0978 834920**

(32476/UN)

## SALE DUE TO SURPLUS

**1982 DAF MB200 JONCKHEERE BERMUDA**. 49/53 re-moquetted reclining seats, carpets, toilet/washroom, video, drinks machine, driver's bunk, new Blaupunkt stereo system, splitter, Telma, private plates, good condition throughout, MoT August 1990. Bargain at

**£36,000 + VAT**

**VOLVO B58**, private plates, 53 seats, Telma, power door, wired for TV and radio, taxed and MoT'd. **£8,000 + VAT**

**BEDFORD DUPLÉ YRT**, 1974, 53 seats, taxed, MoT'd. **£2,400 + VAT**

**BEDFORD 466 YRT**, 1976, 41 seats with side lift, taxed and MoT'd. **£3,500 + VAT**

**1976 FORD DUPLÉ**, 53 seats, power door, taxed and MoT'd. **£3,000 + VAT**

**1973 FORD DUPLÉ**, 53 seats. **£700 + VAT**

**Telephone day: (08055) 203/476  
or eve (0237) 472286**

(31844/UN)

## LANCASTER CITY TRANSPORT

### FOR SALE OR HIRE

#### 1976 ALEXANDER

T type, Leyland Leopards. Choice of six.

ALSO FOR SALE

#### 1973

Leopard Duplé. **£2,750**.

#### 1978

Reliance Plaxton. **£11,500**.

**Heysham Road Bus Depot  
Morecambe (0524) 424555**

(32517 UN)

## ROWE OF MUIRKIRK HAVE FOR SALE

### VAN HOOL ASTRON

57/59 reclining seats, toilet, drinks machine, TV/video with two screens. Twin drivers bunk, private plates. MoT May '90.

**£45,000 ono**

### VOLVO VAN HOOL

**ALIZEE 'H'** 49/51 reclining seats, toilet, drinks machine, fridge, TV/video. Reg. April '88. MoT March 90. **£85,000 ono**.

**Tel: 0290 61300 Day  
Tel: 0290 61647 Eve**

(32519 UN)



1978 (T) AEC 760 PLAXTON SUPREME EXPRESS, 53 seats, new MoTs, (2 off) .....£11,000 each

1976 (P) AEC 760 REBODIED PLAXTON ELITE, 53 seats, new MoT .....£5,000

1978 FORD PLAXTON SUPREME, 53 seats, new MoT .....£7,000

1978 FORD PLAXTON SUPREME, 53 seats, choice of 2 MoTs 3.90 and 6.90 .....£7,000 each

1975 BEDFORD YRT DUPLÉ DOMINANT I EXPRESS, 53 seats, MoT 8.90 .....£4,000

## NATIONWIDE COACHES

(0555) 2654

(32617 UN)

## ERRINGTONS

NEW TOYOTA CAETANO OPTIMO GL, 18 reclining seats + courier and large rear locker, white, grey interior, immediate delivery.

NEW TOYOTA CAETANO OPTIMO GL, 21 seats & courier, white with red interior, immediate delivery.

1984 BEDFORD YNT, ZF 6 speed, Duplé Laser (51), power door, radio PA, side locker, MoT June '90.

1987 (E) FORD TRANSIT (new shape), petrol, 5 speed, 12 highback seats, MoT Sept '90.

1981 BEDFORD YMQ'S 500 fully automatic service bus, 33 moquette seats + 8 standees, MoT June 1990, power doors.

1973 BEDFORD YRT PLAXTON, 53 seats, power door

1971 FORD TRANSIT petrol, twin wheel (12), PSV, MoT Feb 1990, £825.

**Evington, Leicester LE5 6DQ**

**Tel. (0533) 730421**

(31837/UN/57)

## LANCASTER CITY TRANSPORT

### FOR SALE OR HIRE

1976 Alexander 'T' type Leyland Leopards. Choice of six.

### ALSO FOR SALE

1973 Leopard/Duplé £2,750

1978 Reliance/Plaxton £11,500

**Heysham Road Bus Depot,  
Morecambe**

**Tel: 0524 424555**

(32412 UN)

### IVECO 35.8 1985 MINIBUS

12 coach seats, high roof, white, very good order, MoT April 1990.

**£6,500 ono P/X considered**

### LEYLAND LEOPARD

45 seat coach, manual gearbox, power door, PAS, exceptional condition, MoT applied for.

**£3,500 ono P/X considered**

**Tel. 0254 678830 (Blackburn)**

(32564/UN/58)

## Re: The Country Bus Co Ltd (In Liquidation)

The following buses and coaches are offered for sale all with current MoT tests:

| Reg Letter | Make                          | No of Seats |
|------------|-------------------------------|-------------|
| D          | Freight Rover (2)             | 16          |
| R          | Bristol LH Coaches (3)        | 41          |
| R          | Bedford Marshall Bus (petrol) | 37          |
| R          | Bristol LH Coach              | 33          |
| S          | Ford Midi Coach               | 25          |
| S          | Bedford Coach                 | 29          |
| Q (H)      | Leyland Panther Bus           | 49          |
| R          | Daimler DD Bus                | 74          |
| P          | Leyland Nat Buses (2)         | 44          |
| N          | Leyland Nat Bus               | 49          |
| J-N        | Bedford Coaches (10)          | 45/53       |
| T          | Bedford Coach                 | 17          |
| V          | Bedford Coach                 | 17          |
| Y          | Bedford MiniBus               | 12          |
| X          | Ford Minibus                  | 16          |

20 Set Right machines

Viewing by appointment – phone 08054 323 anytime

Further information from the Liquidator's agents:

**HUSSEYS, Alphin Brook Road, Exeter, EX2 8TH**

**Tel. 0392 50441 Tlx. 42621 Fax. 0392 413208**

(32507 UN)

## END OF SEASON SALE

1984 (A Reg) VOLVO B10M DUPLÉ CARIBBEAN, 49 recliners, twinscreen, video, double glazing, toilet, coffee machine, fridge, Webasto, tested to December 1989, mint condition, has only been used on tour work and with our company from new .....£51,950

1983 (Y Reg) VOLVO B10M. Paramount 3200, 51 recliners, video, toilet, double glazed, 12 months CoF. Been with company from new. ....£49,950

1982 (X Reg) FORD PLAXTON SUPREME V, 49 quality recliners, air operated door, mint condition, been with our company since new, excellent runner. 12 months CoF.....£15,950

**Contact Wray's of Harrogate**

**(0423) 522466**

(32649 UN)

## CHOICE OF TWO

### 1984 VOLVO B10M 3500

53 seater, recliner and 57 seater.  
**£50,000 ono**

## CHOICE OF TWO

### 1987 MAN VAN HOOL

Acron 49153 recliners, dismountable toilet. **£90,000 ono**

**Tel. 04853 2349**

(32422 UN)

## FOR SALE

6 Leyland Leopard Coaches  
1979-80

5 AEC/Berkhoff 1984  
7 Leyland National II (10m)  
1981

2 Leyland National I Series  
II (11m) 1979

**Tel. 0226 727769  
0226 716166 (after 6pm)**

(32602 UN)

Three M2M 16 seater Mini Coaches.  
Freight Rovers. Power doors.  
Two 'D' reg and one 'F' reg.

One DORMOBILE MINIBUS. 'D' reg,  
16 seater. Power door.

One FORD IVECO 'E' reg. 21 seater.

BRISTOLS VRT II's. Choice of two. 74  
seaters.

**All vehicles well maintained.  
All current MoT's – OFFERS**

Excess to requirements.  
Larger vehicles arriving.

**Tel. 0530 60888**  
(Leicester area)

(32435 VA)



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BEFORE 1pm Tuesday  
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## 1 STANDARD POSITION

1974 BEDFORD YRT DOMINANT I, 53 seat Express, test July '88, recent reconditioned engine and gearbox, new clutch, straight panels. £4,200. Tel. 0743 83442 (Shropshire).

A simple classified lineage advertisement placed under the classification of your choice. Must be a minimum of 25 words.

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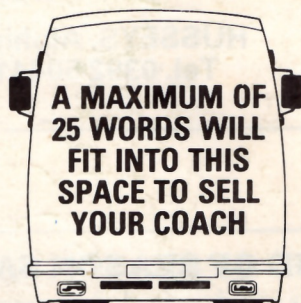
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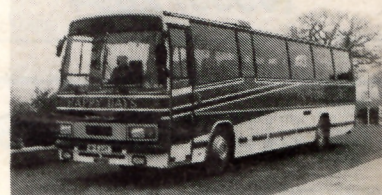


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ONLY £82.80

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